

The Michigan Tradesman.

VOL. 5.

GRAND RAPIDS, WEDNESDAY, DECEMBER 21, 1887.

NO. 222.

TRANSIT MILL COMPANY,
WHOLESALE DEALERS IN
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Baled Hay.
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We carry a full line of
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Parties in want should
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To Cigar Dealers
Realizing the demand for, and knowing
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FIVE-CENT CIGAR, we have concluded
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Cigar called

SILVER SPOTS
This Cigar we positively guarantee a
clear Havana filler, with a spotted Sumatra
Wrapper, and entirely free from any artificial
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It will be sold on its merits. Sample
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Price \$35 per 1,000 in any quantities.
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Wagon and Sleigh Co.
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Spring, Freight, Express,
Lumber and Farm
WAGONS!
Logging Carts and Trucks
Mill and Dump Carts,
Lumbermen's and
River Tools.
We carry a large stock of material, and have
every facility for making first-class Wagens
of all kinds.
Special attention given to Repairing,
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Shops on Front St., Grand Rapids, Mich.

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Transacts a general banking business.
Make a Specialty of Collections, Accounts
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LEATHER
And Shoe Store Supplies.
SHOE BRUSHES,
SHOE BUTTONS,
SHOE POLISH,
SHOE LACES.
Heelers, Cork Soles, Button Hooks, Dress-
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Sole Manufacturers of the "Peninsular"
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State agents for Oshkosh Collars and Outfits.
120 and 122 Jefferson, Ave.,
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A. Coye & Son,
DEALER IN
AWNINGS & TENTS
Horse and Wagon Covers,
Oiled Clothing,
Feed Bags,
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Flags & Banners made to order.
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Oysters the Year Around.

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CUSTOM SHIRT MAKERS,
AND DEALERS IN
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Prompt Attention to Mail Orders. Telephone 891.



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Jobbers and
Retailers of
BOOKS,
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THE GREAT
Watch Maker
and Jeweler,
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Proprietor of the
Valley City Show Case Factory,
Manufacturer of
SHOW CASES
Prescription Cases and Store Fixtures.
OF ALL KINDS.
SEND FOR CATALOGUES.
My Prices are Lower than any of My
Competitors. Estimates Fur-
nished on Application.
38 West Bridge street, Grand Rapids.
Telephone 374.

JACOB BROWN & CO.,
WHOLESALE
Furnishing Goods and Notions.
Manufactures of
Lumbermen's Supplies a Specialty.
WE CARRY A FULL LINE OF
ALASKA SOCKS AND
MITTENS.
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Jobber in
FRUITS,
NUTS AND
SEEDS.
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POTATOES.
We give prompt personal attention to
the sale of POTATOES, APPLES, BEANS
and ONIONS in car lots. We offer best
facilities and watchful attention. Consign-
ments respectfully solicited. Liberal cash
advances on Car Lots when desired.
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BRAUTIGAM BROS.,
MANUFACTURERS OF
Cant Hook Handles, Whippetrees, Neck
Yokes, Lath and Job Turning Of All
Kinds. Stove wood in car lots.
MAIL ORDERS SOLICITED.
NORTH DORR, - MICH.

TUBS! TUBS! TUBS!
We have 150 doz. first quality wash tubs,
which we will sell F. O. B. as follows: No. 3,
\$3 per doz.; No. 2, \$4 per doz.; No. 1, \$5 per
doz. Packed 1/2 doz. in bbl. with straw. Quality
unsurpassed. Address
PIERSON'S BAZAAR, Stanton, Mich.
Stoneware, 6c. per gal. F. O. B.

M
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Y
Muzzy's Corn Starch is prepared expressly
for food, is made of only the best white corn
and is guaranteed absolutely pure.

The popularity of Muzzy's Corn and Sun
Gloss Starch is proven by the large sale,
aggregating many million of pounds each
year.
The State Assayer of Massachusetts says
Muzzy's Corn Starch for table use, is per-
fectly pure, is well prepared, and of excel-
lent quality.

Muzzy's Starch, both for laundry and table
use, is the very best offered to the con-
sumer. All wholesale and retail grocers
sell it.

Voigt, Herpolsheimer & Co.,
Importers and Jobbers of
DRY GOODS
Staple and Fancy.
OUR OWN MAKE.
A Complete Line of
Fancy Crockery & Fancy Woodenware
OUR OWN IMPORTATION.
Inspection Solicited. Chicago and Detroit
Prices Guaranteed.

FURNITURE TO ORDER.
Anything or everything in the
line of Special Furniture, inside
finish of house, office or store,
Wood Mantels, and contract
work of any kind made to order
on short notice and in the best
manner out of thoroughly dried
lumber of any kind. Designs
furnished when desired.
Wolverine Chair Factory,
West End Pearl St. Bridge.

WANTED.
Butter, Eggs, Wool, Potatoes,
Beans, Dried Fruit,
Apples and all kinds of
Produce.
If you have any of the above goods to
ship, or anything in the Produce line let us
hear from you. Liberal cash advances
made when desired.
Earl Bros., Commission Merchants,
157 South Water St., CHICAGO.
Reference: FIRST NATIONAL BANK, Chicago.
MICHIGAN TRADESMAN, Grand Rapids.

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ARDENTER
MUSTARD
BEST IN THE WORLD.

Auxiliary Associations,
Wishing to procure outfits for their Col-
lection Departments, are invited to exam-
ine the following quotations, which are for
fine work on good quality of paper:
FULL OUTFIT--\$15.
30 Books Blue Letters, 50 in book.
500 Record Blanks.
500 Notification Sheets.
250 Last Calls.
500 Envelopes.
HALF OUTFITS--\$10.
500 Blue Letters, old style.
250 Record Blanks.
250 Notification Sheets.
125 Last Calls.
500 Envelopes.

In place of old style Blue Letter in above
outfit we can substitute 10 books Blue
Letter in latest form, as recommended by the
recent State convention, for \$12.50
Prices in other quantities furnished on ap-
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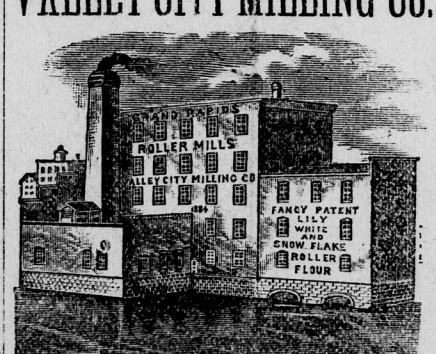
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ENGRAVERS and PRINTERS,
49 Lyon St, Grand Rapids,

F. J. DETTENTHALER,
JOBBER OF
OYSTERS!
—AND—
SALT FISH.



Mail Orders Receive Prompt
Attention.
See Quotations in Another
Column.

VALLEY CITY MILLING CO.
OUR LEADING BRANDS:
Roller Champion,
Gilt Edge,
Matchless,
Lily White,
Harvest Queen,
Snow Flake,
White Loaf,
Reliance,
Gold Medal,
Graham.



OUR SPECIALTIES:
Buckwheat Flour, Rye Flour, Granulated
Meal, Bolted Meal, Coarse Meal, Bran,
Shells, Middlings, Screenings, Corn, Oats, Feed.
Write for Prices.
Grand Rapids, Michigan.

SEEDS
FOR EVERYBODY.
For the Field or Garden.
If you want to buy
CLOVER OR
TIMOTHY SEED
Or any other kind, send to the
Seed Store,
71 CANAL ST.,
W. T. LAMOREAUX.
Grand Rapids, Mich.

CHINESE GUILDS.
The common remark to the effect that
there is nothing new under the sun finds
an admirable exemplification in the case of
the mercantile associations now becoming
so common all over the United States, and
particularly numerous in Michigan. The
man who imagines that these organizations
are based on wholly new ideas will be sur-
prised to learn that associations similar in
many respects to the commercial combina-
tions of this country have existed in China
for hundreds of years, and have done much
to give that country the supremacy she en-
joys, in certain lines of trade, among the
nations of the earth.

According to the most authentic infor-
mation THE TRADESMAN can obtain, the
first Chinese guild was established at Peking
about 500 years ago. Its growth and in-
fluence stimulated the formation of other
guilds in other cities, until the number had
increased to something like 200. In some
cases, separate guilds were maintained for
the separate lines of trade, but more often
the guild embodied merchants in any branch
of commercial operation, each province usu-
ally comprising the territory of a certain
guild. With the aims and methods of these
guilds THE TRADESMAN will speak in
detail.

Most of the guilds performed the usual
functions of a chamber of commerce. They
co-operated with the government authori-
ties in the suppression of piracy, and with
the local authorities in the furtherance of
public enterprises and private enterprises
for the public good. They established a
standard of weights and measures, decreed
the time on which goods of various kinds
should be sold, and prescribed iron-clad
rules relative to charges for storage, trans-
portation and dockage.

The guilds appear to have exercised a
good influence in the direction of preventing
litigation among the members. The rule
bearing on this point was as follows: "It
is agreed that members having disputes
about money matters with each other shall
submit their cases to arbitration at a meet-
ing of the guild, where the utmost will be
done to arrive at a satisfactory settlement
of the dispute. If it prove impossible to
arrive at an understanding, appeal may be
made to the authorities; but if the com-
plainant have recourse to the official direct,
without first referring to the guild, he shall
be subjected to a public reprimand, and any
future case he may present for the opinion
of the guild will be dismissed without a
hearing." It was not, however, only when
disputes arise respecting "money matters"
that guilds claimed the right to adjudicate,
but their intervention was experienced in
quarrels generally that occurred between
members.

Another provision which could not fail to
work to the advantage of the poorer mem-
bers of a guild was the rule which com-
pelled a guild to prosecute law cases in be-
half of its members, when satisfactory proof
was afforded of the equity of the claims.
The law of the guild on this point was as
follows: "Members having occasion to go to
law to obtain redress for a real grievance,
and finding their resources inadequate to
carry on the suit, the guild will address a
petition to the court praying for an ad-
justment of the case. Half the expenses of
legal proceedings will be defrayed from the
funds of the association; but if it is discov-
ered that the plaintiff has an unworthy case
and no resources, or that his trouble origi-
nates from gambling or dissolute life, all
claims to assistance will be dismissed. Mem-
bers going to law to effect a settlement
of claims will have three-tenths of the cost
defrayed by the guild, the balance being
borne by the litigants. But before legal
proceedings are commenced the unanimous
consent of a meeting of members for ap-
proval of action shall be obtained. The
three-tenths contributed from the fund shall
be inclusive of the amount involved, and
will only be issued when the claim is in-
sufficient to cover the cost of legal proceed-
ings. When the claim sued is sufficient to
liquidate costs, no grant will be made—not
with the object of preventing advantage
being taken of this rule for the sake of gain
and to repress the spirit of persistency in
litigation among members."

The revenue of the guild was raised from
self-imposed taxes on commodities sold by
the members, the assessments varying in
amount according to exigencies, averaging
one-tenth of 1 per cent. on the total sales
of each member. To ascertain the amount
to be contributed by each member
necessitated a monthly inspection of the
books of every establishment, the examina-
tion being made by clerks of the various
firms in rotation. Such inquisitorial pro-
ceedings are little less than remarkable,
and would be tolerated by the merchants of
no other land.

The officers of a guild consisted of a gen-
eral manager, a committeeman for each
staple commodity and a permanent secre-
tary. The latter officer was an important
functionary, having the right to personally
interview the mandarin by reason of his
official standing. He was the medium of
all correspondence and acted as the guild's

legal representative, pleading for its inter-
ests, demanding redress for its injured
members, and defending and protecting his
constituents as occasion required. He was
useful to the local authorities in soliciting
from his guild subscriptions for public
works, charities and extraordinary exig-
encies.

The meetings of the guilds were usually
held in their own "guild halls," as they
were called, some of the structures being
truly palatial and representing the highest
specimens of Chinese architecture. All
that gilding, carving, masonry and sculp-
ture could do was done to render the guild
halls imposing. Every hall had a court for
theatrical performances in honor of the
gods. The stage occupied one end and the
shrines the other. The members of the
guild occupied the balconies on the sides,
while the open court was free to the gen-
eral public.

Violations of the rules of the guilds were
severely punished. The first and second
offenses were usually punished by the in-
fliction of fines, while the third offense sub-
jected the member to expulsion, after which
the other members were prohibited from
further intercourse with him, either socially
or in a business way. This amounted to a
practical "boycott," and a pretty effective
one at that, as the peculiar customs of
China rendered it impossible to conduct
business in an isolated manner. Expulsion
of the guild, therefore, virtually amounted
to an enforced retirement from business.

While many of the customs and usages
of the Chinese guilds appear to be anti-
quated and tyrannical in this age of the
world, it is nevertheless a fact that they
played an important part in the development
of Chinese commerce, and that by reason of
their existence many benefits were secured
to the members which could have been ob-
tained in no other way. The guild still
exists, but how near it resembles the guild
of 500 years ago THE TRADESMAN has no
means of determining. If any of its read-
ers has traveled in China and investigated
this subject, THE TRADESMAN would be
glad to have him throw such light as he is
able to on a subject which is of importance
to merchants everywhere, and especially so
to the members of the modern form of the
guild—the B. M. A.

The Unlucky Thirteen.
"I see," said J. H. Newton, of the firm
of Barrows & Newton, "I see that old thir-
teen advertising scheme has come around
again."
"What is it?"
"Why, a merchant announces in his ad-
vertisements that since the number thirteen
has always been regarded as an unlucky
number he will undertake the task of mak-
ing it a lucky number. In order to do this,
he advertises that to every thirteenth pur-
chaser who pays cash he will give the full
of his purchase. Of course, nobody is per-
mitted to know how many have purchased
ahead of him. He must pay his money,
and then the merchant shows him the list of
sales made since the last prize was drawn.
I tried it once."

"How did it pan out?"
"I was going to tell you. It was when I
first started in business, and I thought it
would be a capital advertising scheme for
me. It ran along all right for about a week,
and several persons got their purchases free.
Of course every one of them advertised me
by telling it all over town, and I regarded
it as the smartest scheme that has ever been
hatched. One day I noticed one of the town
boys standing around the store, and for
some time I thought nothing of it. But he
stayed so long and had so little apparent
business there that I began to think he was
keeping count of my sales and intended to
jump in at the right time to get the prize.
So I watched the sale list and was consid-
erably surprised when number twelve had
made his purchase that this fellow didn't
make any movement."

"He has miscounted," I said to myself,
and I stooped under the counter to smile at
I thought how sick he would feel when he
saw the next purchaser walk off with the
prize.
"Sure enough, a woman came in pretty
soon and bought \$1 worth of sugar, which,
of course, she got for nothing. I smiled a
little toward the chap who had been waiting
all this time, but he never let on. He just
walked up, bought a dime's worth of win-
tergreen lozenges and walked away. No
sneer had he turned away than a friend of
his hurried in and bought a nickel's worth
of something; and then another and another,
until a dozen of them had spent an aggre-
gate of less than \$1 with me. Then came
the thirteenth, laid down \$40, said he'd take
a barrel of sugar, a barrel of molasses and
the rest in coffee. I saw that I was victim-
ized, but I couldn't afford to go back on my
own proposition, so I delivered the goods
and paid back the money. But I immedi-
ately hung out a sign saying that the propo-
sition had been withdrawn. I was con-
vinced by that time that the number thir-
teen was an unlucky number, and that it
might stay so until the end of time for all
of me."

Happy Thoughts.
As a general thing we don't find fault
with a woman's incompetency until we have
been made a victim of it.
The most popular drink in the world—
gossip.
It is no use to throw cold water upon the
prohibition movement.
It won't be long before the national air
will be "Yankee Doodle."
A good motto for a dime museum:
"Wonders will never cease."
The man who is going to the dogs gen-
erally gets there before he finds it out.
The pen is mightier than the sword, but
an argument from either is likely to be
pointed out.

Nutmegs and Mace.
From the London Grocer.
These are one production, the mace being
the envelope to the nutmegs, and although
they are entirely different in all outward ap-
pearance, and are only separated for com-
mercial purposes, and to get rid of a thin
intermediate shell, they must have grown
together on the same tree, and, of course,
in the same countries. We will, therefore,
bring them back to somewhat of their origi-
nal relations, and treat of them together
especially as their manner of treatment is
the same in the spice-mill room, and will
better answer the purpose of this article.
The fruit of the nutmeg tree has much the
appearance of a pear, and when ripe has a
yellow, golden color. The fleshy part resem-
bles candied fruit, and is itself also pre-
served and eaten as sweets. Within is
first the mace, then the shell, and then the
kernel, which is the nutmeg of commerce.
It is therefore enclosed in a thin brown
shell separating it from the mace which en-
velopes both. The Dutch endeavored to
control this trade and confine the cultivation
to the Banda Isles, but during the retention
of the islands by the British, living nutmeg
plants were sent to Penang, India, and they
are now extensively cultivated in the West
Indies, also in the Dutch possessions in
Java, of which Batavia is the capital. The
Batavia nutmegs are those most commonly
used in America. They are all lined be-
fore shipping to protect them from the rav-
ages of a beetle—or worm, as understood
there. The Penang nutmegs are not so
lined, and on this account some consider
them better, while others think the Batavia
far superior. There is considerable decep-
tion, however, practiced in lined nutmegs.
Sometimes, old, worn-out nutmegs are
plugged up and relined; again, they are
sometimes relined to give them a new ap-
pearance, and to put on them an extra coat
of lime that costs little, and when the case
is emptied there is a pound or two of lime
that has cost the purchaser the price of the
nutmegs. This is not always covered by
tare. To judge nutmegs, pick out of the
lot one of the most inferior—not the best,
for if the worst looking are good there is no
trouble with the rest—and cut it in two.
It should have no worm holes, but be full
of oil and cut like a piece of wood, and if a
pin is thrust into one the oil should ooze
out on its being withdrawn. These would
be considered good nutmegs. But every
quality has a market value; they must all
be sold. Knowing therefore, how to judge,
the question to be determined is: what is
any kind worth to the purchaser? If they
are intended to be sold whole at retail,
those of about 110 to the pound are the best
for general demand, and the round ones are
considered the best in quality as well as in
appearance. Large, long Penang nutmegs,
either lined or brown, are fancy, and not in
the line of cheap mill stock. It is not in the
line of common sense either to use the best
stock for grinding, for after they are ground
the appearance amounts to nothing. For
this purpose, therefore, it is desirable to
pick your stock, or buy a quality for grind-
ing. Get them as good as you can for the
money, as rich in oil as possible; but some-
how the worm holes will often get into the
best nutmegs, as in other things, and the
holes are not difficult to grind, and judge,
round the holes are hard to find. There-
fore, judge judiciously, and avoid the dry,
insipid kind that a worm would not touch.
Nutmegs cannot be ground in an ordinary
spice mill (burr stone) on account of the
oil, and if a pure article is desired, it is ne-
cessary to crush them in pounders, the same
as mustard. Only in cases where they are
much mixed with some very dry material
could they be ground, and then only by an
experienced miller.

How to Win Success in Trade.
Affability gains custom, fair dealing keeps
it.
It is better to lose a few sales than to buy
an article that but few use.
Make it a rule to prepare in time for bills
coming due first, rather than to settle those
maturing later, even if a large discount is
offered.

Never try to make your credit solid with
a new firm at the expense of the old one;
always remember the bridge that carried you
over and the firm that aided you in building
up your credit.
The old darkey preacher's idea of perse-
verance was that it was just like a bull dog:
"He takes a fast hold, hangs on, and never
lets go until he carries the prize." This ap-
plies as well to merchandising.

Business Before Pleasure.
Husband (just starting out of town)—
My dear, here is a \$50 bill—
Wife (hastily)—Oh, John, I'm ever so
much obliged!
Husband—Which I wish you would
give to the tailor for my new overcoat. He
said he would send the bill to-day.

Amateur Marketing.
Young Housekeeper (to fish dealer)—
What kind of fish have you this morning?
Fish dealer—How would you like some
nice striped bass, mum?
Y. H. (hesitatingly)—No; I think I
would prefer something in a small check.

"Say, what are you doing?" demanded
the half-boy of the countryman who was
working away at the electric button in his
room with a penknife. "Oh, ye're here, air
ye?" was the response. "Just lend me a
hand, will ye? I wanter git the stopper
out o' this speakin' tube. S'pose'n the
house sh'd catch fire an' I couldn't let the
lan'lord know!"

PERFECTION SCALE
The Latest Improved and Best.

DOES NOT REQUIRE DOWN WEIGHT
Will Soon Save its Cost on any Counter.
(GEO. C. WETHERS & CO., Detroit.
HAWKINS & PERCY, Grand Rapids.
McCASLAND & CO., E. Saginaw.)
For Sale by
And by Wholesale Grocers generally. Send for illus-
trated Catalogue.

The Michigan Tradesman.
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E. A. STOWE, Editor.
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FALLACIOUS ASSUMPTIONS.

The annual report of the Inter-State Commerce Commission shows that the Commission evidently shrink from a thorough application of the principle on which the bill itself rests—that small places, where there are no competing lines of railroads shall have the same rates as the centers of population, at which several railroads are competing. The Commission fear that the enforcement of that principle would work a revolution, in which existing interests would suffer too much; and they hold that Congress cannot have meant to deprive railroad centers of the advantages of competition between the several roads. Here THE TRADESMAN thinks the Commission is at fault. The unrestricted competition of the railroads is building up great cities at the sacrifice of smaller places, to the public injury. We are becoming a country of large cities with far too great rapidity, and at the cost of the country districts in a double sense. We are creating artificial attractions in the great cities, which draw the more energetic and ambitious elements to them from the country districts. And we actually are making those districts pay the cost of these attractions by allowing competitive rates to the cities, which, as a matter of course, are refused to lesser places. To put a stop to this mischievous and revolutionary process is the purpose of the present law. Any hardships it may inflict upon overgrown centers are trifling in comparison with the injury which competitive rates have inflicted and will continue to inflict upon the districts which have been drained for their benefit. THE TRADESMAN hopes that in any modification of the law, Congress will rather reinforce it in this direction than weaken it, in spite of the suggestions of the Commission.

The worst fallacy of the report lies in the statement that "the public interest is best served when the rates are so appointed as to encourage the largest possible change of products between different sections of our country and with foreign countries." If this be true, then commerce is an end in itself, and not a means to an end. We should forbid any part of the country to supply its own wants, and compel Pennsylvania to give up growing wheat and Michigan to stop smelting iron. And this is just what low through rates combined with high local rates tend to do. They make it more profitable to supply every local want from a distance, even though the local facilities for production are abundant.

PAY CASH FOR PRODUCE.

THE TRADESMAN has frequently advised the merchants of Michigan to pay cash for produce, instead of compelling the farmer to take the value of his products "in trade," and there seems to be no valid reason why the advice should not be repeated until more merchants are led to discard the present too-prevalent practice and substitute the more equitable method suggested by the caption of this article. The old custom is productive of evil in two directions: If the farmer is compelled to trade out the amount of his sales to the merchant, he cannot well help thinking that the dealer is making fish of one and fowl of another—that he is willing to pay the jobber cash for his supplies, because he cannot help himself, but bears down on the farmer, because he has him under his control. Such a feeling cannot well be avoided by the merchant and develops into a sentiment which bodes no good to the dealer. Again, where the merchant offers to pay one price for produce "in trade" and another price "in cash," he inculcates in the mind of the producer the fact that his goods are not on a par with cash, which is one of the most damaging opinions which can be maintained by his customers.

The merchant who pays cash for produce always gets the best grades the market affords, because he attracts the most independent class of customers, both sellers and buyers, while the dealer who follows the antiquated method of exchanging merchandise for produce is compelled to take whatever comes along—in many cases lots which have been rejected by other and more enterprising merchants. The result is that while the cash purchaser builds up a reputation among his customers for handling prime butter and vegetables, the slow-going dealer who follows the devious paths of barter loses a certain proportion of good trade, without getting any compensating advantage in return.

The man who pays cash for produce as well as staple and fancy goods, finds it easier to do a cash business. He can stand behind his counter and assert, with emphasis, "I pay cash for every thing I buy and must exact the same way of dealing from my customers." Coming from a man who practices what he preaches, such a statement carries weight with the persons to whom it is addressed and invariably results in placing his transactions on a closer cash basis.

TRUNK LINE CLASSIFICATION.

When the new trunk line classification of freights went into effect last April, the New York Board of Trade immediately realized that the maintenance of such a schedule would operate against the jobbers of the seaboard in their attempt to sell the trade of the Western States. The classification of sugar, for instance, was made 25 cents per hundred to Grand Rapids in carlots and 35 cents per hundred in less than carloads—a difference of 40 per cent. in favor of the carlot shipper. Claiming that the difference in the two classes should not be so great, the New York jobbers filed a protest with the Inter-State Commerce Commission. The hearing of the case has been postponed from time to time, being now set for January 24. The retail trade of the country, realizing that the present system operated against purchases being made in any but near-by markets, arrayed itself on the side of the Eastern jobber, reinforcing the protests of Boston, New York and Philadelphia with numerous ringing resolutions. The Western jobbing trade, recognizing that the present classification gives it an advantage over its Eastern competitor, has been equally active in seeking to maintain the present classification.

This question is an important one and strong arguments can be advanced on both sides. THE TRADESMAN thinks no one will dispute the statement that there should be a difference in freight charges between carlots and less than carlots. When it is remembered that in carlots the shipper almost invariably loads the car and the receiver unloads it, that the work of checking and billing is greatly reduced, that the switching and overhauling incident to local traffic are largely obviated, THE TRADESMAN's statement will be accepted without debate. So much being taken for granted, then, what percentage should be added to the carload rate in the shipment of smaller lots. Is 40 per cent. too great? Is 10 per cent. too little? The Western jobbers claim that the former percentage is about right, while the Eastern jobbers and the Western retailers are equally certain that the latter figure is correct. Both are actuated by selfish motives, if the advancement of material interests in a general sense can be so denominated. Neither contestant has all the argument on its side. Such being the case, which is the proper course to pursue? Simply to work for the side which will put the most money into your pocket. If you are a Michigan jobber, it is desirable that you control the trade of the State as far as possible. Therefore, protest against a change in the classification. If, on the other hand, you are a retailer and desire to choose in what market you shall buy your goods, co-operate with the Eastern jobber in his attempt to reduce the difference in the classification, thus placing you in more direct communication with the markets of the Western World.

It is not often that the interests of the jobber and retailer are antagonistic, but this question seems to place the two branches of trade in direct opposition. There is, however, no occasion for dissension. The two classes can prepare suitable resolutions expressing their views and forward them to the Commission for consideration. And when the Commission finally announces its decision, both classes will be found ready to obey it to the letter, remembering that past differences were purely business variances which pass away without engendering ill-feeling or malice.

"Taxation without representation" changed this country from a dependency on a monarchy to a republic. The Grand Rapids Board of Trade is largely supported by retail merchants, yet the directors of that organization have seen fit to set their seal of approval on a measure which strikes at the pocket book and independence of every retail merchant in Michigan. The body has ceased to represent what it purports to be and the directors should change its name to "Board of Jobbing Trade." Incident to such change, they should return the money contributed to the support of the Board by retail merchants.

The thirty-one directors of the Grand Rapids Board of Trade seem to be in about the position of the Irishman who said he "never opened his mouth without putting his foot in it." The directors presented a dictum to the taxpayers of the city on the subject of increased water service and the taxpayers buried the project deeper than hades. Now the directors, forgetting that three-quarters of the members of the Board are retail merchants, slap the retail trade in the face by adopting an arbitrary resolution on the subject of freight classification.

The Grand Rapids Board of Trade is supposed to voice the business sentiment of the community, but a recent action of the directors of that body gives ground for the belief that its influence is to be exerted in a lop-sided direction. In adopting a memorial to the Inter-State Commission, asking that the present freight classification be maintained, the directors exhibited a susceptibility to railway influence and an utter disregard of the best interests of the rank and file of Michigan business men.

Since the decease of the Merchants and Manufacturers' Exchange, the jobbers of the city have had no organization. The want is now supplied by the Grand Rapids Board of Trade, which furthers the ends of the jobbing trade with the money contributed by retailers.

AMONG THE TRADE.

GRAND RAPIDS GOSSIP.

May & Lyons have opened a flour and feed store at 165 West Bridge street, corner Stocking street.

A. C. Perigard has engaged in the grocery business at Muskegon. The stock was purchased at this market.

A. A. Goodwin has opened a dry goods and gents' furnishing goods store at 596 South Division street.

J. L. Thomas has engaged in the grocery business at Cannonsburg. Clark, Jewell & Co. furnished the stock.

D. D. Cook succeeds Cook & Prinz in the manufacture of show cases and store fixtures at 38 West Bridge street.

C. N. Leach has engaged in the grocery business at Hersey. Amos S. Musselman & Co. furnished the stock.

Reeder, Palmer & Co. expect to be able to open their new wholesale boot and shoe establishment about January 1.

O. Emmons has removed from 196 East Bridge to 212 East Bridge, where he has enlarged his stock and added a line of feed.

E. W. Stewart has engaged in the grocery and bakery business at 238 South Division street. The grocery stock was purchased here.

Nick Villa & Co., two Italians who formerly carried on a fruit business in the Caulfield block, on Canal street, now tarry at Adrian.

The Grand Rapids Leather Co. expects to start its tannery in full blast next week. The capacity of the establishment is about 100 hides per day.

Oltman Bros. have moved from their old store to their new building at the corner of Fifth and Davis streets and added lines of flour, feed and wood.

E. Martin, formerly engaged in the meat business at Big Stone City, Dakota, has purchased the meat market of I. C. Barnes, at 694 South Division street.

Geo. Dunaven, who sold his grocery stock at 498 East street to Williams & Conley about three months ago, has resumed possession of the stock and will continue the business.

John Rookus, the Monroe street job printer, who has executed chattel mortgages with great regularity for some time past, has capped the climax by uttering a bill of sale of his material to Geo. W. Gay.

J. Davenport has engaged in general trade at Paris. Olney, Shields & Co. furnished the groceries, Thompson & Macley the furnishing goods and notions and Reeder, Palmer & Co. the boots and shoes.

Edgar W. Bowker, formerly engaged in the bakery business at 310 Jefferson avenue, but more recently engaged in the same business at Saginaw City, died at Memphis, Tenn., about two weeks ago, where he had established a bakery business, which will be continued by his wife.

J. H. Huntley has just completed an addition to his grocery store at 204 Henry street, 16x18 feet in dimension, which makes his store 42 feet long. Albert Graham is assisting him behind the counter, pending the rebuilding of the factory of the Grand Haven Broom Co., which was recently destroyed by fire.

AROUND THE STATE.

Ishpeming—Paul Jaddeke, the cigar manufacturer, is dead.

Detroit—A. R. Walker succeeds A. E. Holt in the drug business.

Mecosta—Carman & Co. succeed Mr. Carman in general trade.

Shelby—A. A. Lewis succeeds Roberts & Lewis in the grocery business.

Hastings—Ed. Evans has opened a meat market—the fifth in the place.

Ionis—John H. Welch succeeds Welch & Payne in the grocery business.

Batavia—C. Pond & Co., general dealers, have been closed by creditors.

St. Joseph—Chas. Morrison has opened a meat market on Maple avenue.

Allegan—Clark & Merical succeed Wm. Clark in the harness business.

Morley—Mrs. S. E. Hanover, of Big Rapids, has opened a bazaar store.

Saginaw—Becker Bros. succeed C. H. Becker in the dry goods business.

Owosso—The Owosso Cigar and Candy Co. succeeds the Owosso Cigar Co.

Wayland—F. A. Burlington has purchased the meat market of C. C. Coon.

Cheboygan—J. W. Armstrong has sold his meat business to J. T. Belesle.

Hopkins—W. S. Campbell has opened a grocery, dry goods and notion store.

Leslie—V. H. Groat & Co. succeed Norton & Groat in the hardware business.

Cass City—Holmes Bros. succeed C. S. Ross in the grocery and book business.

Fremont—Sutlin & Carlton have bought the flour and feed store of G. E. Harris.

Kalamazoo—Wm. G. Foster has opened a variety store at 134 South Burdick street.

Dowagiac—J. F. Taylor has moved his dry goods stock here from Berrien Springs.

Ionis—Geo. Taylor succeeds N. S. Hitchcock in the agricultural implement business.

Corunna—E. Eveleth succeeds Lowe & Eveleth in the dry goods and grocery business.

Owosso—J. H. Deal has purchased a half interest in the meat market of Wm. Sturtevant.

Kalamazoo—A. Manning has removed his grocery to 283 North Burdick street.

Alpine—A. M. Church is closing out his general stock. He will be succeeded by J. Adams.

Dowagiac—Ingling & Hackstadt succeed Ezra Jones in the grocery and provision business.

Grand Ledge—W. E. Wilson has sold his drug stock to Wm. A. Tuttle, late of Williamston.

Saranac—Lester & Co. will remove their fancy goods stock to Lake Odessa about January 1.

Portland—Elder Bros. have sold their drug and grocery stock to J. J. Wiley, late of Bad Axe.

Mt. Clemens—Frank Dowling succeeds Dowling & Parker in the agricultural implement business.

Niles—Colby & Griffin, druggists, have dissolved. E. C. Griffin continues in place of the old firm.

Owosso—Maggie McBain (Mrs. N.), clothing dealer, has discharged the \$1,000 mortgage on her stock.

Irving—L. R. Rogers, formerly engaged in general trade at Eastport, will engage in the same business here.

Detroit—The assets of Julius Newman, the failed shoemaker, are \$2,563.48 and the liabilities are \$7,117.69.

Wayland—J. C. Yeakey has begun the erection of a new building, which he will occupy as a meat market.

Detroit—W. D. Robinson & Co., wholesale boot and shoe dealers, who suspended a few weeks ago, have resumed.

Fremont—O. C. Pemberton has sold his drug stock to Dr. Miller, but will continue in charge of the prescription department.

Big Rapids—E. H. Branch & Co. have shipped their unsold stock of dry goods to Brooklyn, N. Y., where it will be closed out.

Glenn—Geo. T. Clapp, whose store and stock were recently burned to the ground, is fitting up the skating rink for mercantile purposes.

Gilead—Dr. A. B. Mathews' drug store and contents burned to the ground on Dec. 14. The fire is supposed to be of incendiary origin.

Niles—Stater & Hart, confectioners and stationers, have dissolved. E. S. Slater having bought Hart's interest and will continue the business.

Gobleville—Wilkinson & Monteith succeed Lambertson & Monteith in the harness business. Mr. Lambertson continues in the livery business.

Blanchard—Dr. Peter Beyer has purchased the interest of his partner in the drug firm of J. S. Burton & Co. and will continue the business under his own name.

Charlotte—Edwin D. Foote and Lewis P. Church, late of Flint, have formed a co-partnership under the style of Foote & Church and purchased the hardware stock of Barber & Forehand.

Hudson—J. K. Boies & Co., who have carried on general trade in the "Old Corner Store" for over forty years, have sold out to F. H. Brown & Co., of Bilsfield, who will take possession January 1.

Kalamazoo—Fred R. Phetteplace's grocery store was closed on the 16th under foreclosure of two chattel mortgages, one being held by the Kalamazoo Savings Bank and the other by H. Phetteplace. There are also other creditors, whose claims can hardly be paid by the sale of the stock. Phetteplace claims that if his creditors would hold off thirty days he could satisfy all claims.

MANUFACTURING MATTERS.

Lansing—The Anderson Road Cart Co. is turning out 100 finished carts per day.

Wayland—Hydenburg & Hanchett are putting in a pickett mill in connection with their feed mill.

St. Joseph—A. W. Wells & Co. have purchased Geo. E. Smith's box and basket manufacturing plant.

Buchanan—Spencer & Barnes, the furniture manufacturers, will increase their buildings to double their present capacity in the spring.

Shelby—Peck & Cutler, who recently engaged in the manufacture of broom handles, have secured a contract which will keep them running two years.

Muskegon—Blodgett & Byrne have about 200 men at work in the woods of the Houghton lake region, and are putting in logs over a logging road. The haul to the river is 14 miles.

Flint—Fred Brainard will build six charcoal kilns, which will have a capacity of 10,000 cords a year, at Ola, on the Toledo, Saginaw & Muskegon Railway. He also has kilns in full blast at Alma.

Buchanan—The Buchanan Manufacturing Co. has increased its capital stock from \$40,000 to \$100,000, the employees subscribing for \$10,000. The factory will be enlarged in the spring and 200 men employed—double the present force. The specialty of this company is the "Queen" folding bed.

Adrian—This place can get the Geo. T. Smith Middlings Purifier Co. away from Jackson by putting up \$40,000 and a site, but she won't even make an effort unless Mr. Smith will give bonds to stay 100 years.

Adrian has been in the bonus business before and knows that a concern bought in that way can get up and dust even as does the Irishman's flea.

Kalamazoo—The Gazette is authority for the statement that Fuller Bros., manufacturers of washboards and clothes dryers at Minneapolis, will remove to that place next spring. The firm occupy rented quarters at present, but will put up a brick building at Kalamazoo, 60 x 200 feet in dimensions. Arrangements have been made for the purchase.

chase of a million feet of basswood lumber and the employment of fifty men.

STRAY FACTS.

Wayland—D. J. Sigler has opened a shoe shop.

Chippewa Lake—E. Burtch has engaged in trade.

Mosherville—S. N. Taylor, miller, has made an assignment.

Detroit—Henry Grimm, tailor, has assigned to H. P. Davock.

Benton Harbor—John B. Graves succeeds the Graves Lumber Co.

South Lyon—H. Whipple succeeds Hopkins & Baker in the hotel business.

Detroit—Julius Newman, boot and shoe dealer, has assigned to Robert Schlesinger.

Detroit—The Peninsular White Lead & Oil Works will be merged into a stock company about January 1.

Bridgeton—Geo. H. Rainoud has received the appointment of post master, to the satisfaction of everyone.

Port Huron—Cobb & Comstock's agricultural implement warehouse has been closed on a \$12,000 chattel mortgage.

Muskegon—T. D. Stimson has a crew of 60 men at work, and will put 7,000,000 feet of logs into Long lake in Clare county.

Ishpeming—The Argyle iron mine has been sold to Morris Sellers, Don M. Dickinson and W. W. Wheaton, of Detroit, for \$250,000.

Montague—The Farmers and Workmen's Co-operative Association is considering the advisability of increasing its working capital.

Menominee—Loggers are feeling rather blue in this region on account of poor roads and poor hauling, owing to the open weather and no snow.

Muskegon—The Jonathan Boyce Lumber Co. is getting out 20,000,000 feet of logs this winter, in Roscommon and adjoining counties, which is 4,000,000 more than last winter. There are 175 men employed.

Port Austin—Larned & Culham, who bought the flour on the wrecked steamer *Osceola*, have been lucky. The fine weather has enabled them to save the entire cargo, and salt rising ought to be cheap in the thumb this winter.

Detroit—The Michigan Electric Service Co. has filed articles with the county clerk. The capital stock is \$50,000, of which \$34,000 is paid in. The incorporators are Fred H. Seymour and John C. Groat, of Detroit, and Edwin N. Neff, of Chicago.

Saugatuck—The *Commercial* shows a total of 1,215,545 baskets of peaches shipped the past season from East Saugatuck, New Richmond, Fennville, Saugatuck, Douglas and Pier Cove. An aggregate of 24,417 barrels of apples were shipped from the three ports of Saugatuck, Douglas and Pier Cove.

Purely Personal.

F. A. Rackett has taken the position of assistant shipping clerk for Curtiss & Dunton.

Wm. R. White, of the Thompson & Taylor Spice Co., of Chicago, was in town Monday.

Thos. W. MacVenn, book-keeper for Olney, Shields & Co., will spend Christmas with friends in Chicago.

Dr. Peter Beyer, the Blanchard druggist, was in town last week on his way to Drenthe, where his parents reside.

E. S. Houghtaling, Secretary of the Oceana B. M. A., was in town one day last week. He reports his Association as booming and an annual banquet in prospect.

Gripsack Brigade.

M. J. Matthews, of the Michigan Tinware Co., Detroit, was in town a couple of days last week.

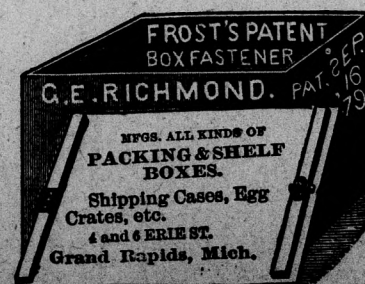
Ivan Lloyd, district representative for the R. W. Bell Manufacturing Co., of Buffalo, leaves for Buffalo on Thursday, where he will spend the Christmas holidays with friends.

Ed. P. Andrew, for the past two years on the road for S. A. Maxwell & Co., of Chicago, has purchased an interest in the book and stationery business of F. W. Andrew & Co., at Ludington, and removed from Grand Rapids to that place. He will retire from the road permanently.

D. A. Harrison, for several years past general Western Michigan traveling representative for Farrand, Williams & Co., of Detroit, was here last week for the last time with the old house. On January 1, he takes a position with the Peninsular White Lead and Oil Works, at Detroit.

They Speak for Themselves.

THE TRADESMAN has frequently mentioned the success which has attended the opening of the branch house of the Detroit Safe Company, which is so ably represented by E. A. Lee. From the very start their trade has been very good, and large numbers of sales have been made in the city and surrounding towns. The Detroit safe is so well known that it is needless to extol its merits. There is no safe made to-day which excels the Detroit safe, and those who contemplate purchasing one of these valuable protectors, both against burglars or fire, will do well to call at 46 Ottawa street.



MISCELLANEOUS.

Advertisements will be inserted under this head for one cent a word, or two cents a word for three insertions. No advertisement taken for less than 25 cents. Advance payment.

Advertisements directing that answers be sent in care of this office must be accompanied by 25 cents extra, to cover expense of postage.

PATENT RUNNER ATTACHMENT—FOR ROAD Carts. Sent on receipt of \$5. Name size of axle. H. Loughborough, manufacturer's agents, Kalamazoo, Mich. 224

FOR SALE—STOCK OF DRUGS, BOOKS, STATIONERY and wall paper in a thriving town. Also three-story brick building on best corner in town. Will sell stock and rent store, or will trade both for good farm near some town in Southern Michigan. Address P. M. Lonsbury, Reed City, Mich. 224

FOR SALE—WHOLE OR PART INTEREST IN A FIRST-class meat market in a thriving town of 1,000 inhabitants with two railroads. Average sales \$30 per day. Good reasons for selling. Address H., care Tradesman. 219-17

FOR SALE—DRUG STOCK AND FIXTURES IN A live town in Southern Michigan. Only those with cash need apply. Best of reasons given. Address W. R. Mandgo, Sherwood, Mich. 219-23

FOR SALE—AT A BARGAIN. A CLEAN STOCK OF hardware and mill supplies. Address Wayne Choate, Agent, East Saginaw. 210-17

FOR SALE—THE BEST DRUG STORE IN THE THIRTY-five city of Muskegon. Terms easy. C. L. Brundage, Muskegon, Mich. 193-17

WANTED—EVERY STORE-KEEPER WHO READS this paper to give the Suttill coupon system a trial. It will abolish your pass books, do away with all your book-keeping, in many instances save you the expense of one clerk, will bring your business down to a cash basis, and save you all the worry and troubles that usually go with the pass-book plan. Start in January 1st with the new system, keep pace with the times, and you will never regret it. Having two kinds, both kinds will be sent by addressing (mentioning this paper) J. H. Suttill, Albany, N. Y. 224

WANTED—PARTNER WITH \$1,000 TO \$3,000 IN CASH, groceries or general merchandise. Want to extend business. This is a grand opening on railway. Address 105, this office. 224

WANTED—A MAN HAVING AN ESTABLISHED trade among lumbermen, to add a special line and sell on commission. To the right man a splendid change will be given to make money without extra expense. Address "B," care Michigan Tradesman. 174-17

PLACE to secure a thorough and useful education is at the GRAND RAPIDS (Mich.) BUSINESS COLLEGE. Write for Catalogue. Address, C. G. SWENBERG.

JUDD & CO., JOBBERS OF SADDLERY HARDWARE And Full Line Summer Goods. 102 CANAL STREET.

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Electrical Supplies, Burglar Alarms and Fire Alarm Boxes put in cities. Hotel Annunciators and Electric Door Bells at wholesale and retail. Drawings sent with Bells, so anyone can put them up. Messengers, Hacks, Express Wagons on hand day and night.

J. W. GLASS, Supt.

GENUINE K. of L. CIGARS.

The product of Organized, Working Cigarmakers. Established Sept. 1, 1886, on the Co-operative plan by members of L. A. 6374, K. of L. Smokers and Friends of Labor, Attention! If you are opposed to filthy, tenement-house factories, the servile labor of coolies, the contracts for convict labor, give our Cigars a trial.

If you are in favor of shorter hours of labor, the Saturday half-holiday, and last, but not least, the payment of higher and living wages in solid cash, give our Cigars a trial and accord them your most liberal patronage. The yellow K. of L. label on every box. One hundred thousand sold within three months in the city of Detroit alone. Warranted to be strictly live and ten cent goods. For further particulars, terms, prices, references, to, address

W. E. KRUM & CO., Wernersville, Berks Co., Pennsylvania.

WHOLESALE AND RETAIL COAL and WOOD.

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Official Organ—THE MICHIGAN TRADESMAN.

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- No. 38—Scottville B. M. A., President, H. E. Symons; Secretary, D. W. Higgins.
- No. 39—Burr Oak B. M. A., President, R. O. G. H. Hixson; Secretary, H. M. Lee.
- No. 40—Eaton Rapids B. M. A., President, F. H. DeGallin; Secretary, Wm. Emmert.
- No. 41—Breckenridge B. M. A., President, W. O. Watson; Secretary, B. M. Seudder.
- No. 42—Fremont B. M. A., President, Jos. Gerber; Secretary, C. J. Rathbun.
- No. 43—Fustin B. M. A., President, G. A. Estes; Secretary, G. W. Bevins.
- No. 44—Reed City B. M. A., President, C. J. Fleischauer; Secretary, W. H. Smith.
- No. 45—Hoytville B. M. A., President, D. E. Hallenbeck; Secretary, O. A. Halladay.
- No. 46—Leslie B. M. A., President, M. L. Campbell; Secretary, E. M. Gould.
- No. 47—Flint B. M. A., President, W. C. Pierce; Secretary, W. H. Graham.
- No. 48—Holland B. M. A., President, Boyd Redner; Secretary, W. J. Tabor.
- No. 49—Leroy B. M. A., President, A. Wenzell; Secretary, Frank Smith.
- No. 50—Manistee B. M. A., President, C. D. Gardner; Secretary, H. W. Leonard.
- No. 51—Cedar Springs B. M. A., President, L. M. Sellers; Secretary, W. C. Congdon.

The Veteran Association of the State.

From the Traverse City Herald.

The meeting of the Business Men's Association on Tuesday evening was well attended, and matters of interest were discussed at length.

The plan to unite with other Northern associations for the purpose of advertising broadcast the products and desirability of the Grand Traverse region for homes and for the manufacture of our endless variety and quantity of hardwood timber, received considerable comment.

The Committee on Manufacturing was instructed to further confer with the parties proposing to erect a shingle mill at this place.

The fourth annual banquet will be held on Tuesday evening, January 3. A committee of three, consisting of F. Hamilton, J. A. Montague and J. G. Johnson, was appointed to outline the work. Neighboring associations will be invited to send delegates. The Secretary and other officers of the State Association will be present. The ladies will also be invited.

The Association will soon enter upon its fourth year. The work it has accomplished has won favorable comment, both at home and abroad. It has the interest of Traverse City and the Grand Traverse region at heart, and when profitable and desirable enterprises are seeking locations at our hands, the business men of Traverse City go down into their pockets with commendable vigor. The work from the Railroad Committee is beginning to show up in tangible shape.

Grand Rapids Mercantile Association.

GRAND RAPIDS, Dec. 19, 1887.

DEAR SIR—At the regular semi-monthly meeting of the Grand Rapids Mercantile Association, which will be held Tuesday evening, December 20, the question of employing an agent and collector will be discussed. The proposed change in the trunk line classification of freights will be considered and acted upon, and the action of the Grand Rapids Board of Trade on that subject reviewed. Six or more applications for membership will be considered. The question of securing new rooms for meeting purposes will be discussed.

As this is the last meeting before the annual meeting for the election of officers, it is earnestly requested that you be present.

E. A. STOWE, Sec'y.

Association Notes.

Unionville has organized a B. M. A. The Morley B. M. A. will hold a banquet Dec. 26.

The Traverse City B. M. A. has postponed its annual banquet from January 3 to January 10.

Wm. H. Graham has been elected Secretary of the Flint Mercantile Union, in place of J. L. Willett, who resigned when he engaged in the manufacturing business.

Muskegon Business Gazette: Business men say that it pays to take stock in the Muskegon Business Men's Association—that is, all who have tried it say it does.

Six new charters have been granted during the past week—No. 47 to Flint Mercantile Union (89 members); No. 48 to Hubbardston B. M. A. (23 members); No. 49 to Leroy B. M. A. (13 members); No. 50 to Manistee B. M. A. (78 members); No. 51 to Cedar Springs B. M. A. (24 members). These additions increase the number of auxiliary associations to an even 51.

Cheboygan Tribune: Last week the banks announced that on and after the first of this month Canadian bills would only be received on deposit at a discount of 2 per cent. The Cheboygan Business Men's Association has asked that the discount be either increased or that the banks accept the money at par. Canadian money has become a nuisance in this community, and we would like to see the discount placed heavy enough to drive it out of circulation.

Cadillac Democrat: At the meeting of the Cadillac Business Men's Association, Wednesday evening, it was decided to celebrate the completion of the Toledo, Ann Arbor & Cadillac Railway by a banquet. Excursion trains from this city and from Toledo will meet at the Muskegon river, witness the driving of the last spike, and then come to Cadillac for a grand good time in the evening. A special meeting of the Association will be held next Wednesday evening to arrange for the jubilee.

Lions Herald: The regular annual meeting of the Lyons Business Men's Association was held at the Town Hall Friday evening, with quite a full attendance. Dr. B. M. Hutchinson was elected President, and Jonathan Hale, Vice-President. D. A. Reynolds received the entire ballot for Secretary, electing him to that position for the third time. E. N. Thayer was elected Treasurer by a majority vote on first ballot with two other candidates in the field. The Executive Committee was elected as follows: J. F. Baker, Jonathan Hale, C. E. Arnold, W. S. Barnard, Geo. Mullins and A. K. Roof. James Fraser was appointed janitor for 1888. The Committee on Manufacturing reported adversely on securing the Bailey Manufacturing Co.'s works, the reasons being entirely satisfactory to the Association. Hon. A. K. Roof gave the Association his views upon the completion of the Marshall & Coldwater road-bed, which was discussed, in connection with petitioning the D. & G. H. & M. Railway for a stub line connecting our manufacturers with their main line.

Grand Haven to Secure a Charter.

GRAND HAVEN, Dec. 17, 1887.

E. A. Stowe, Grand Rapids: DEAR SIR—At our annual meeting, held Dec. 14, the following officers were elected: President—F. D. Vos. Vice-President—Fred Albers. Secretary—Wm. Mieras. Treasurer—Fred A. Hutter. Executive Committee—G. Juistema and P. Van Loph. Business Committee—Jurien Ball, E. Holst and John Cook.

We voted to join the State body and will do so as soon as you send us another application for charter.

We thank you for your past kindness in helping us organize. It has done us much good and we think it will continue to do so.

Yours, WM. MIERAS, Sec'y.

Fennville About Ready to Organize.

FENNVILLE, Dec. 16, 1887.

E. A. Stowe, Grand Rapids: DEAR SIR—I take the liberty of writing you to ascertain the workings of the B. M. A. I have been, for the last two months, trying to start one here and at last have accomplished the worst part of it—that is, I have twenty of the best men of the town who will take hold. As not one of us understands what is required, I want to know what the expense of starting is and also what it will cost each member per year. Then I will call them together and let them read your letter and you can appoint a time to be here and set us afloat. Please answer at once. Yours, E. E. JARVIS & Co.

LATER—Under date of Dec. 19, Mr. Jarvis sends in an application from sixteen business men of Fennville, announcing their readiness to effect an organization as soon as a mutually agreeable date can be arranged.

Good Report from the Muskegon Association.

MUSKEGON, Dec. 14, 1887.

E. A. Stowe, Grand Rapids: DEAR SIR—We had a very interesting meeting again last evening. Eight new firms were admitted to membership. Several members made reports in regard to collections, the total showing a saving of about \$320 to the members of the Association through the use of the Blue Letter.

Enclosed find list of names to be placed on next State sheet, under head of "Information wanted."

Yours truly, WM. PEER, Ass't Sec'y.

Cedar Springs Secures Charter No. 51.

CEDAR SPRINGS, Dec. 19, 1887.

E. A. Stowe, Grand Rapids: DEAR SIR—Enclosed I hand you my check for \$9, being \$5 for charter and \$4 per capita dues. We have adopted the constitution and by-laws for auxiliary associations adopted by the B. M. A. If possible, would like to have charter here by Wednesday night, as it is our regular.

Yours, W. C. CONGON, Sec'y.

Suggestions for Local Associations.

Written Especially for THE TRADESMAN.

Attractive Rooms—Out-of-the-way, dark and dingy apartments usually impart an apathetic feeling to the occupants. Cold, unprepared rooms, necessitating heavy overcoats in winter, usually give a "want-to-go-home" and "never-care-to-go-again" feeling, while bright, well-lighted, comfortable rooms always impart cheer and good fellowship, drawing out profitable and felicitous remarks; business is transacted with dispatch, and all go away ready to respond to the next call. First, secure a good room, not too large, easily accessible; have everything ready for the guests at the appointed hour and your meetings will be well attended and profitable. A little study in the selection and care of such will amply repay the extra expenditure over and above what an undesirable room will cost.

Promptness in the Delinquent Department—Every association ought to have the latest form of Blue Letter, blocked in twenty-five and fifty sheets, perforated at the stubs, that the sheets may be torn off easily, and upon each stub the name, amount, date of purchase, date of sending Blue Letter, etc., should be recorded, previous to tearing off and sending the sheet to the delinquent. The secretary should, from time to time, or every thirty days, be allowed, according to the provisions of the constitution, the privilege of reviewing these stubs, to ascertain if any have failed to comply with the conditions set forth in the constitution as relates to his reporting delinquent to secretary, and if so, he should be granted the right of taking these names unreported to him, and forward to the delinquent the proper Notification Sheet. Delay on the part of the merchant in doing this subjects him and the entire association to criticism. Negligence is usually at the foundation of this delay, but efficiency is too often retarded by it and the delinquent loses his conviction that he must pay in the allotted time or at all, if sixty or ninety days pass and he fails to be again prompted, as the Blue Letter promised.

This visitation by the secretary or actuary would also acquaint him with the workings of the system and by consultation with the members, more efficient work would follow. For this, a compensation should be paid over and above the regular salary, or a percentage for all collections made after the Notification Sheet is sent out by him, whether it him paid or to the party direct. This would insure prompt service on his part, a stimulus in urging the members to report promptly, and the association would grow daily in public favor. No system will bring the promised results, unless it is manipulated in a proper and methodical manner.

OBSERVER.

The Convention of Northern Associations.

From the Petoskey Democrat.

The convention of delegates from Northern Michigan Business Men's Associations concerned here on Dec. 14. W. W. Kane, of Charlevoix, was elected chairman and opened the meeting with some very appropriate remarks in regard to the object of the convention. He considered it poor policy for one town or village to endeavor to build itself up by attempting to tear others down. A spirit of harmony, friendliness and good feeling should exist. Each place should endeavor to advance its own interests, but not by a system of back-biting, or injurious insinuations against sister villages.

At the close of Mr. Kane's remarks, the Committee on Credentials reported the following delegates present: Petoskey—H. O. Rose, P. B. Wachtel, James Buckley, Wm. L. Curtis, S. Rosenthal, J. L. Alger, M. F. Guinon and A. C. Bowman. Charlevoix—R. W. Kane, Albert E. Mason and Willard A. Smith. Harbor Springs—B. T. Halstead, A. L. Duell and W. J. Clarke. Mancelona—J. W. Wisler and S. Rodenbaugh.

Cheboygan—J. W. McDonald. Traverse City—J. W. Milliken. Alba—H. J. Cook.

A committee of one from each delegation was appointed to devise methods and plans for properly advertising this section. The committee consisted of James Buckley, W. A. Smith, W. J. Clarke, J. W. Wisler, J. W. McDonald, H. J. Cook and J. W. Milliken.

Promptly a 4 o'clock the convention was called to order to listen to the report of the Committee. Chairman Buckley reported as follows: "We recommend that each local association be requested to collect and arrange all data, and statistics bearing upon the interests of its locality; this data to be submitted to a committee appointed by this convention; said committee to revise and compile said data, after which another convention is to be called, to whose consideration said data is to be submitted, which will devise means for the publication and distribution of same."

The report was accepted and adopted and the Secretary was instructed to inform all local associations not represented, of the action of this convention and request their co-operation.

The standing committee to revise data consists of R. W. Kane, Willard A. Smith and J. L. Hurd. Permanent secretary, R. W. Kane.

The convention then adjourned, subject to the call of the committee.

Good Report from the Grand Ledge Association.

GRAND LEDGE, Dec. 14, 1887.

E. A. Stowe, Grand Rapids: DEAR SIR—I herewith hand you the first delinquent list published by our Association, showing the names of other than local debtors.

Members of our organization are meeting with good success in the collection of bad and doubtful claims, and we have hopes of doing good work in other directions before we are many months older.

Respectfully yours, W. R. CLARKE, Sec'y.

The Boot and Shoe Recorder for Dec. 14 comprised 116 pages and cover, making the largest issue of a boot and shoe publication ever put out in this country.

Broadening the Scope of the M. C. T. A.

DETROIT, Dec. 15, 1887.

R. A. Stowe, Grand Rapids: DEAR SIR—I note with regret that my recent communication to THE TRADESMAN, relative to the broadening of the scope of the Michigan Commercial Travelers' Association, did not draw out the discussion I had hoped. On glancing at the membership list, I notice that we have thirty-eight members living in your city, which is a pretty small proportion among 450 traveling men—a trifle over 8 per cent. By taking the course suggested in my previous communication, there is no reason why the membership from Western Michigan should not be increased ten-fold. What does THE TRADESMAN think on the subject?

Yours truly, M. J. MATTHEW, Member No. 63, M. C. T. A.

THE TRADESMAN has watched the career of the Michigan Commercial Travelers' Association with increasing interest, because it represents principles which deserve the encouragement of every traveler and every one who glories in his advancement. The last official report shows the membership of the Association to be 536, only 8 per cent. of which comes from Western Michigan. As Mr. Matthews intimates, there is no reason why the membership should not be increased ten-fold, if the proper steps are taken to secure such increase. The "proper steps," as THE TRADESMAN views them, are to render the Association State in character as well as in name. Remove the headquarters of the Association from Detroit to Lansing, and throw the official positions open to the entire State, instead of restricting them to residents of Detroit, and the traveling men of Michigan will rally to its support and double the membership of their Association inside of a year. So long as it remains solely a Detroit institution, the remainder of the State cannot be expected to arouse much enthusiasm. This feeling is due to an unfortunate sectionalism, which no one deplores more than THE TRADESMAN and which no one has striven harder to overcome. If the Association was a Grand Rapids institution, Eastern Michigan would not be expected to take any great amount of stock in it, but Lansing is a point at which all sections of the State can meet on common ground.

THE TRADESMAN offers the above remarks by way of suggestion only, expressly commending the self-sacrificing efforts of past and present officers in bringing the Association up to its present high standard.

Dorr Joins the State Body.

DORR, Dec. 19, 1887.

E. A. Stowe, Grand Rapids: DEAR SIR—At the annual meeting of the Dorrr B. M. A., held on Tuesday, Dec. 6, the following officers were elected for the coming year:

President—E. S. Botsford. Vice-President—Wm. Trautman. Secretary—L. N. Fisher. Treasurer—H. P. Nevins.

Executive Committee—President, Secretary and Treasurer, Geo. Levitt and W. H. Goodman.

Business Committee—H. P. Everts, Adam Newell, Jas. Tuttle.

The State constitution was ratified, the dues paid up, a charter provided for and all looked good for a prosperous future for the Association.

The Secretary was instructed to procure a charter and to send in per capita dues on all members in good standing.

Our Association is alive and proposes to stay.

Yours, L. N. FISHER, Sec'y.

Information Wanted.

FLINT, Dec. 13, 1887.

E. A. Stowe, Grand Rapids:

DEAR SIR—Information is wanted as to the whereabouts of one E. Sawyer, a hatter and furrier, who skipped from Flint on Saturday night last, leaving several creditors to mourn. He came from London, Canada, about four months ago, and was apparently doing a good business. It has been suggested to me by one of our members that there is a scheme whereby such people can be located sooner than by the slow process of getting their names on the dead-beat list, and he desires me to write you for information.

Yours truly, WM. H. GRAHAM, Sec'y.

THE TRADESMAN is assured by several of its Cadillac friends—and if there is a city where the paper has more friends in the square inch than Cadillac, THE TRADESMAN would like to know it—that the article in last week's paper relative to the condition of local trade brought about by the non-payment of the workmen on the Toledo, Ann Arbor & Cadillac Railway was overdrawn. The statements made were based on the representations of a Cadillac business man, and the picture was not made as strong as he painted it. THE TRADESMAN regrets that it was led into error in the manner described and congratulates the business men of Cadillac on the likelihood of the Railway meeting its payments within a short time.

If every boy in the country who has his way to make would sit down with the fact long enough to master it, that nothing but hard honest work will bring anything worth having in this world, there would be fewer young men looking for some kind of work where they could keep their hands clean, and in doing which they could lie abed until eight o'clock in the morning. There would be fewer looking for such jobs, and more who were anxious to work at trades, where the prospect of amounting to something is much greater.

A Philadelphia company is now shipping to Michigan oysters locked in their shells by means of a wire fastening. It is claimed that this method excludes the air, which is poisonous to the oyster, retains the juice on which the oyster feeds, and that the bivalves may thus be kept alive and sweet for 60 days in an ordinary temperature.

The Excelsior Starch Co.'s factory, at Elkhart, Ind., burned to the ground on Dec. 14, involving a total loss. The buildings will be immediately rebuilt and business resumed as soon as possible.

Business Is Business.

Employer—Are your books balanced, Mr. Smith?

Mr. Smith (the bookkeeper)—No, sir; there is a discrepancy of two cents in Blank & Co.'s account in our favor, and that must be settled before I can strike a balance.

Mr. S.—Several times.

Employer—Well, write them again, and enclose a stamp for a reply. That ought to fetch them. Two cents is not much, but it is worth as much to us as to Blank & Co.

A clergyman preaching a very dull sermon, set his congregation to sleep, except a poor fellow who was generally considered deficient in intellect. At length the reverend orator, looking around, exclaimed: "What, all asleep but the poor idiot!" "Ay," quoth the fellow, "and if I had not been a fool I should have gone to sleep, too."

Don't buy an old article because it is cheap; better pay a fair price for a quick selling article. You don't buy goods for show, but to sell.

Our Little Ones and The Nursery is a dainty little magazine for the little folks, published by the Russell Publishing Company, Boston, at \$1.50 per year.

SCRIBNER'S MAGAZINE.

Prospectus for 1888—Beautiful Christmas Number.

The holiday issue, now ready, is complete in itself, containing no serial matter. The cover is enriched by an ornamental border printed in gold. The price is as usual, 25 cents. It contains the most delightful stories, poems and essays by distinguished writers, and superb illustrations.

Among the important articles to appear during the year 1888 are the following—Send for prospectus:

Robert Louis Stevenson will contribute regularly to each number during the year. He will write of many topics, old and new, and in a familiar and personal way, which will form new bonds of friendship between the author and his thousands of readers. In the first paper, entitled "A Chapter on Dreams," appearing in the January number, he relates incidentally, in connection with the general subject, some interesting facts concerning the origin of the now famous story "Strange Case of Dr. Jekyll and Mr. Hyde."

Railway Accidents, by W. S. Chaplain, will be the first of an especially important and interesting series of papers on railways, their administrations and construction, including great engineering feats, famous tunnels and passes, and, indeed, those branches of the subject, which in this day engage the attention of the whole country. The illustrations which will accompany this series will be elaborate, original, and beautiful. The authors and the titles of the future articles will be announced later.

Dr. H. S. Sargent's papers on Physical Proportions and Physical Training will be continued by several of increasing interest, with as rich and unique illustrations as those which have already appeared.

Illustrated Articles of special interest will be those of the campaign of Waterloo, by John C. Ropes on "The Man at Arms," by E. H. Blashfield, two papers by Edward L. Wilson, illustrating results of recent Egyptian research; a further article by William H. Arthur, on a subject connected with his recent contribution on Wagner, and many others of equal interest. Professor Shaler's articles on the Surface of the Earth, will be continued; and articles upon two of the most interesting groups of contemporary European writers will be accompanied by rich and novel portrait illustrations.

Electricity in its various applications as a motive power, Explosives, etc., will be the subject of an other group of illustrated articles of equal practical interest.

Mendelssohn's Letters, written to his friend, Moscheles, at a peculiarly interesting time of his career, will furnish the substance of several articles of great interest to musical readers, which will be illustrated with portraits and drawings from Mendelssohn's own hand.

The fiction will be strong, not only in the work of well-known writers, but in that of new authors, in securing whose co-operation the Magazine has been particularly anxious. Its first year of publication a serial novel entitled "First Harvest," by Frederick J. Stimson, will be begun in the January number, and, once in the year, novelettes will be published by Henry James and H. C. Banner. The short stories are of noticeable strength and freshness.

Illustrations. The Magazine will show increased excellence in its illustrations. They will be more abundant and elaborate than ever. It is the intention of the publishers to represent the best work of the leading artists, and to promote and foster the most skillful methods of wood engraving.

Special Notice.—To enable readers to possess the Magazine from the first number (January 1887) the following inducements are offered: A year's subscription and the numbers for 1887, at \$4.50. A year's subscription and the numbers for 1887, bound in two volumes, cloth, gilt top, \$6.

\$3.00 a Year, 25 cents a Number.

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USE THE EDISON MIMEOGRAPH.

For manifolded autographic and type-writer work of all descriptions. Read the following:

ARMOUR & CO., Packers, 205 LaSalle Street, CHICAGO, September 30, 1887.

The Michigan Tradesman.

MISPLACED CONFIDENCE.

Written Especially for THE TRADESMAN.

He was old, ragged and dirty. The very sidewalk seemed to yield gently to the pressure of his weary feet, as the old man placed them gingerly upon it. On his head was a battered slouch hat, which might have served Noah for a throw-about when he was caulking the seams in the ark, in order to save his Sunday hat. On his feet, a pair of what were once overshoes but now resembled nothing so much as a great number of holes with a few shreds of cloth and rubber around them, filled, very imperfectly, the office of imparting warmth to the poor old frozen feet. His intermediate garments were hardly on a par with those of the extremities. A pair of what had once been pants but were now, in their declining years, principally patches, covered his gaunt frame from the waist to the tops of the antediluvian overshoes. From the waist up, the old man sported a conglomeration of poverty, wealth and style in the shape of a vest, flowered in the fashion of fifty years ago, which had evidently been rescued from oblivion in the shape of a dust-heap, where it appeared to have lain concealed for a decade. These garments, combined with an ancient and sadly demoralized and befrayed dress-coat, with its tattered caudal appendages flapping lonesomely in the December blast, completed the old man's *tout ensemble*.

It is barely possible that this wreck of humanity might have been young at some period of the world's formation—certainly not later. Young, strong, handsome and manly in his strength; sought after by fair maidens as one worthy of their greatest adoration—their souls' ideal; his father's first-born, perhaps, over whom the old man doted and his mother dreamed bright dreams of the glowing future which might lie in his pathway, as she patted the dimpled cheek which is now enured by time with a coating of gray bristles and dirt.

This man—if such a being can be of those fashioned "a little lower than the angels"—was a merchant in an humble way—a peddler of matches; and, as he entered the office, a faint recollection of better days seemed to dawn upon his dust-covered memory, for he straightened his gaunt form to its fullest height and offered his humble wares with a caricature of the air of a business man, affable and polite.

The old man bore traces of culture and intelligence in his face which neither age nor whisky could entirely efface; and wondering what could have brought him to so low an ebb in the tide of life, I questioned him. Under the influence of the genial warmth of the fire and my curiosity, the old man thawed out, and his story—pathetic and sorrowful, but not unusual—was as follows:

"Thirty odd years ago," began the old man, as he set his basket of matches on the floor and put his half-frozen feet on the fender, "I had a good education, as knowledge went in those days, a good start in life in the way of a little store located at my native place, and the prettiest girl in the village had given me the promise of her hand. I was as well situated as any young fellow of two-and-twenty need be, and if I had only heeded the advice given me by my old father and mother, I might now be going down to the shores of eternity a wealthy and respected man."

The recollection of "what might have been" seemed to agitate the old man, for he brushed away a tear which had made its unusual way to his dim old eyes and thence to his withered cheek, with what had originally been the cuff of his coat.

"In the course of a month after I was fairly established and worked up a trade, I married my sweetheart and for a year we were happy and prosperous. My business increased, and I came gradually to be looked upon as the coming man of the place, and my name was even talked of for the Legislature. In those days, political aspirants for office were not so plentiful as now."

"But as the months rolled on," continued the old peddler, "a gradual change took place in both my household and place of business. My wife, I discovered, was vain and fond of admiration. Accustomed in her maidenhood to be the admired of all and the belle of the country frolics, the routine of household duties became irksome to her and she began to neglect them. The necessity for my presence at the store was such that I was unable to accompany her to the parties in the neighborhood without neglecting my business. This she could not appreciate, and finally it began to be whispered about that young Ames' wife was getting a little wild—was too free with young men for a married woman. Of course, these rumors never came to me direct, but a man always discovers such things in some way, and my enlightenment was destined to be very hard and sudden. While I had heard occasional rumors, I had too much love for my wife to believe them, and if you should kill me where I sit, the pain would not be more excruciating than that which I felt when I saw Tom Heatherly—one of her old admirers—put his arm around my wife's waist and kiss her passionately as they parted on the way home from a dance. I had been to the neighboring railway station for goods, and was not expected to return until the next day; but, fortunately and unfortunately for my peace of mind, I got home just in time to see this man robbing me of all I held dearest in life."

Here the old man broke down, utterly overcome by the memory of his shattered idol.

"Did I kill them?" answered the peddler, as soon as he had recovered himself. "No! I was too utterly bewildered and overcome by the scene before me to move. I was paralyzed, mind and body, by the realization of the perfidiousness of man and the frailty of woman. Oh, my God!" groaned the old man. "Could I have died right there, I would have been saved the torture which followed. I finally recovered myself sufficiently to go home, and in the morning I went to the store as usual, but not to work. I arranged all my affairs and transferred my property to my father's care for the babe that I left sleeping calmly in his cradle at home, put a few dollars in my pocket, and disappeared from the sight of my neighbors forever. I told my mother of my trouble before I left, bade her keep my secret, and the next morning my coat, with papers in the pocket to insure its identity, was found on the bank of the river. I learned, years afterward, that they searched for my body for days and weeks and finally concluded that it must have floated away to the ocean, not far from the village."

"The rest of it is soon told. I got work, but drank so hard in order that I might forget the past, that I lost situations almost as fast as I got them, and now I am what you see—a wreck, a mere semblance of a man—my self-respect utterly gone and my desire to be other than what I am obliterated by whisky. Say, can't you buy a few boxes? I ain't had a mouthful to eat today."

I bought his stock and gave the pitiful old man a dollar, and as he tottered through the door he thanked me with tears in his eyes.

The next morning, I saw him again, but he did not recognize me. He was gloriously drunk and asked me to give him ten cents.

"I say—hic—ole feller, I won't—hic—give ye no story of woe. I worked that racket on a sucker last night an' he—hic—gimme a dollar to git a meal! I've worked that chestnut a good while now, an' they're gittin' on to it. Jist gimme a dime fer a drink, will yer?"

I gave him the money, convinced that charity and sympathy for my fellow-creatures were wasted, when such vagabonds are allowed to exist.

EDWIN FALLAS,
PROPRIETOR OF
VALLEY CITY COLD STORAGE,
JOBBER OF
Butter, Eggs, Lemons, Oranges.
And Packer of
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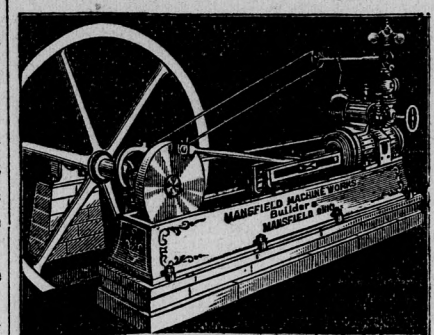
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Right by using the
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This book has Printed Headings planned to receive a daily statement of Sales, Purchases, Cash Received, Cash Expended, Bank Account, Bills Receivable, Bills Payable, etc., etc.; also provides for Weekly, Monthly and Yearly Totals. The arrangement of the Register is such that a dealer can ascertain his liabilities and resources in a few minutes at any time. Each Register contains Interest Tables, Standard Weights and Measures, Business Laws and much other valuable information for business men. Over 35,000 copies of the Register now in use. Address, for free sample sheets, prices, etc.,

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No Goods Sold at Retail. - Telephone 679.

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Lamps are filled direct by THE PUMP without lifting the Can. The Filling Tube adjusting to suit the height of any lamp. Any overflow or drippings are returned to the Can through an opening in the center of the top. When closed the Filling Tube enters this opening, preventing evaporation from EITHER PUMP OR CAN.



OIL AND GASOLINE CAN!

EVERY LIVE DEALER SHOULD SELL THEM.

The Most Practical Large Sized Can in the market and the ONLY Pump Can which closes PERFECTLY AIR TIGHT preventing evaporation from either Can or Pump

HALF A MILLION IN ACTUAL USE!

Though imitated in Appearance, by no means Equalled in Merit.

Its recognized Qualities and increasing Popularity has induced imitations and its would-be competitors are trying to follow—their eyes fixed on the "GOOD ENOUGH"—

The Bright Star That Leads Them All.

DON'T BE HUMBLED by cheap and worthless imitations and SO-CALLED air tight Cans. Buy the ORIGINAL—the GENUINE OLD RELIABLE "GOOD ENOUGH" and guarantee your customers

ABSOLUTE SAFETY AND THE GREATEST POSSIBLE CONVENIENCE.

MANUFACTURED BY
Winfield Manufacturing Co., Warren, O.

ASK YOUR JOBBER FOR THESE CANS. INSIST ON HAVING THEM. TAKE NO OTHER.



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MANUFACTURERS OF THE JUSTLY CELEBRATED

"M. C. C.,"

The Most Popular 10c cigar, and

"YUM YUM,"

The Best Selling 5c Cigar in the Market. Send for trial order.

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F. J. LAMB & CO.,

WHOLESALE DEALERS IN

FRUITS AND VEGETABLES,

Butter, Eggs, Cheese, Etc.,

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SPECIAL ATTENTION GIVEN TO FILLING ORDERS.

HESTER & FOX,

Manufacturers' Agents for

SAW AND CRIST MILL MACHINERY,

Send for Catalogue and Prices.



Planers, Matchers, Moulders and all kinds of Wood-Working Machinery, Saws, Belting and Oils.

And Dodge's Patent Wood Split Pulley. Large stock kept on hand. Send for Sample Pulley and become convinced of their superiority.

Write for Prices. 44, 46 and 48 So. Division St., **GRAND RAPIDS, MICH.**

L. M. CARY.

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CARY & LOVERIDGE,

GENERAL DEALERS IN

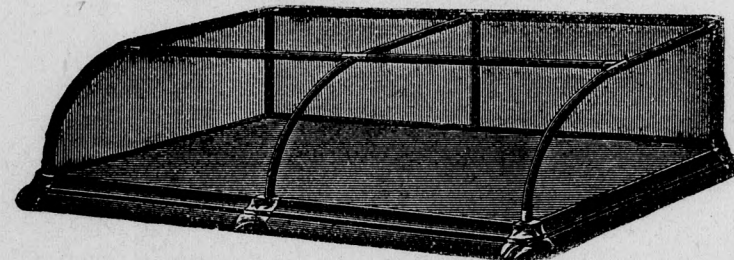
Fire and Burglar Proof

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Combination and Time Locks,

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DO YOU WANT A



If so, send for Catalogue and Price-List to

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Soaps and Niagara Starch.

Send for Cigar Catalogue and

ask for Special Inside Prices

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Good Work, Guaranteed for Five Years, at Fair Prices.

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MANUFACTURERS AND WHOLESALE DEALERS IN

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BOSTON RUBBER SHOE CO.

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"Now, John, don't fail to get some of the DINGMAN SOAP. Sister Clara writes that it is the best in the world for washing clothes and all house-cleaning work."

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Cracker Manufacturers,

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AMBOY CHEESE.

37, 39 & 41 Kent Street, **Grand Rapids, Michigan.**

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JOBBERS IN

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Stock Yards and Packing House, Grandville Ave.,

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MOSELEY BROS.,

WHOLESALE

Fruits, Seeds, Oysters & Produce,

ALL KINDS OF FIELD SEEDS A SPECIALTY.

If you are in Market to Buy or Sell Clover Seed, Beans or Potatoes, will be pleased to hear from you.

26 28, 30 & 32 Ottawa Street, **GRAND RAPIDS.**

CEO. E. HOWES,

JOBBER IN

Foreign and Domestic Fruits.

SPECIALTIES:

Oranges, Lemons, Bananas.

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C. C. BUNTING.

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Specialties: Apples and Potatoes in Car Lots.

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Drugs & Medicines

State Board of Pharmacy.
Six Years—Jacob Jensen, Michigan.
Three Years—Ottmar Eberbach, Ann Arbor.
Four Years—E. E. Eberbach, Ann Arbor.
Five Years—Stanley E. Parkell, Owosso.
President—Jacob Jensen.
Secretary—J. A. Verner.
Next Meeting—At Grand Rapids, March 7 and 8.

Michigan State Pharmaceutical Ass'n.
President—Arthur Eberbach, Detroit.
First Vice-President—G. M. Harwood, Petoskey.
Second Vice-President—H. B. Fairchild, Grand Rapids.
Third Vice-President—H. B. Fairchild, Grand Rapids.
Secretary—J. A. Verner, Owosso.
Treasurer—J. A. Verner, Owosso.
Executive Committee—Geo. Gundrum, Frank Ingels, A. L. Lyman, John E. Peck, E. T. Webb.
Local Secretary—James Verner, Detroit.
Next Meeting—At Detroit, September 4, 5, 6 and 7.

Grand Rapids Pharmaceutical Society.
ORGANIZED OCTOBER 3, 1884.

President—H. E. Locher.
Vice-President—J. W. Hayward.
Secretary—Frank H. Eberbach.
Treasurer—Henry E. Fairchild.
Board of Censors—President, Vice-President and Secretary.
Board of Trustees—The President, John E. Peck, Geo. Gundrum, A. F. Hazeltine and F. J. Wurzburg.
Committee on Trade Mark—John E. Peck, H. B. Fairchild and Hugo Thum.
Committee on Education—John E. Peck, H. B. Fairchild and Hugo Thum.
Regular Meetings—First Thursday evening in each month.
Annual Meeting—First Thursday evening in November.
Next Meeting—Thursday evening, January 5, at the Tradesman office.

Detroit Pharmaceutical Society.
ORGANIZED OCTOBER, 1883.

President—Frank Ingels.
First Vice-President—J. W. Perry.
Second Vice-President—J. J. Crowley.
Secretary and Treasurer—F. Robinson.
Assistant Secretary and Treasurer—A. B. Lee.
Annual Meeting—First Wednesday in June.
Regular Meetings—First Thursday in each month.
Central Michigan Druggists' Association.
President—J. W. Dunlop; Secretary, E. M. Russell.
Berrien County Pharmaceutical Society.
President, H. M. Dean; Secretary, Henry Kephart.
Clinton County Druggists' Association.
President, A. O. Hunt; Secretary, A. S. Wallace.
Charlevoix County Pharmaceutical Society.
President, H. W. Willard; Secretary, Geo. W. Crouter.
Ionia County Pharmaceutical Society.
President, W. E. Eberbach; Secretary, Geo. Gundrum.
Jackson County Pharmaceutical Ass'n.
President, C. B. Colwell; Secretary, C. E. Foote.
Kalamazoo Pharmaceutical Association.
President, D. O. Roberts; Secretary, D. McDonald.
Macomb County Pharmaceutical Society.
President, F. N. Laflair; Secretary, Wm. Heysett.
Meosco County Pharmaceutical Society.
President, C. H. Wagoner; Secretary, A. H. Webber.
Monroe County Pharmaceutical Society.
President, E. M. Sackett; Secretary, John Weiss.
Muskegon County Druggists' Association.
President, E. C. Bond; Secretary, L. L. LeFevre.
Muskegon Drug Clerks' Association.
President, C. A. Koon; Secretary, Geo. L. LeFevre.
Newaygo County Pharmaceutical Society.
President, J. P. A. Raider; Secretary, N. M. Miller.
Oceana County Pharmaceutical Society.
President, F. W. W. Secretary, Frank C. Smith.
Saginaw County Pharmaceutical Society.
President, Jay Smith; Secretary, D. E. Prall.
Shiawassee County Pharmaceutical Society.
President, E. A. Bullard; Secretary, Geo. L. LeFevre.
Tuscola County Pharmaceutical Society.
President, W. H. Willard; Secretary, A. H. Lyman.

Impure Iodide of Sodium.

In a paper read before the London Chemists' Association on "Commercial Iodide of Sodium," W. G. Blackman stated that this iodide is superseding the potassium salt on account of its less depressing after-effects, and he had been struck by the varying physical characters of the salt, some samples presenting a "dry, white crystalline" appearance, others being "white and crystalline," but decidedly not "dry." On one occasion, having to dispense some iodide of sodium with syrup of iodide of iron and water, he found from the resulting mixture that the former contained carbonate. He therefore examined six specimens of the salt obtained from different sources, and found that one sample contained 5 per cent. and another 6 per cent. of carbonate of sodium. Four packages of iodide were decidedly dry, dross in appearance, from 7 to 10 per cent. of water being found. One specimen contained as much as 12 per cent. of water. He had been unable to obtain any iodide corresponding to the B. P. requirements. After pointing out how undesirable it is to dispense chemicals so impure as his results showed commercial iodide of sodium to be, Mr. Blackman concluded by saying that it was with great reluctance that he was forced to the conclusion that the impurity of commercial specimens is due to a direct admixture of carbonate, and that great negligence is displayed in sending out the article.

Minor Drug Notes.

The shipments of California wine from that State by sea and rail the first ten months of this year amount to 5,500,000 gallons, valued at \$2,200,000.

At one time a very large number of proprietary medicines of Dutch manufacture were held in some repute in foreign countries, but the export trade in these nostrums has now dwindled down to a few old-fashioned remedies, of which, at the present time, the United States is the principal foreign customer.

"The Incorporated Society of Chemists and Druggists, Limited," is the name of an organization just established in London. Membership of the society is limited to qualified chemists and druggists. Every member is entitled to the advice of the solicitor, gratis, with reference to any trade-marks, proprietary articles, or other business matters, or any prosecution or proceedings that may be taken or threatened against him in relation to his business. Members having any knowledge of breaches of the laws affecting the trade, or of anything likely to injure chemists and druggists, are expected to forthwith report the same to the society.

Java Indigo.
The indigo crop of 1886 was satisfactory, both as regards quality and quantity. During the year, 612,000 kilos. were exported from Batavia, against 601,000 kilos. in 1885, and an average export of 422,000 kilos. from 1880 to 1884. The high prices which ruled at the commencement of 1886 could not be maintained, and the season closed at decidedly lower rates than the one preceding. Prices, in fact, were so low that the planters would not sell outright, but preferred to ship the bulk of the cargo to Holland for their own account. The finest varieties are becoming more and more scarce. The 1887 crop does not look favorable as regards quantity, having suffered from excessive rains and insects.

A Pooh Bah Druggist.

C. E. Blakely, the Coopersville druggist, has purchased the drug stock of L. M. Handy, at Manacelon, and will continue the same by proxy. As Mr. Blakely already owns an interest in the drug firm of Blakely Bros., at Fife Lake, THE TRADESMAN thinks he deserves the title given him at the head of this article.

Good Advice from the State Board of Pharmacy.

The Board of Pharmacy has issued the following card to prospective candidates for examination:

GENTLEMEN—The Michigan Pharmacy law has been in force about two years, and as eight examinations of candidates for certificates of registered pharmacists have been held (embracing in all 371 candidates), the members of the Board of Pharmacy have had a good opportunity of ascertaining the average degree of proficiency in pharmaceutical knowledge of those who have appeared before them. We regret to say, that while there have been some notable exceptions, the standard of proficiency has fallen far short of what it should be for the best interests of pharmacy.

It would seem to be self evident that the pharmacists of Michigan cannot expect to secure the esteem and confidence of their patrons unless they show a degree of intelligence and skill in their profession which will command it. The aim of Pharmacy laws is to elevate the standard of pharmacy and make it rather a profession than a trade or mere mercantile pursuit. The only way by which this can be effected is by requiring of those who intend to make pharmacy their vocation, a more thorough knowledge in all those branches of study which are essential to pharmacy, than has been deemed necessary in the past. This should be and is one of the chief duties of "Boards of Pharmacy."

The branches in which candidates have been examined have thus far been five in number, viz: Identification of drugs and chemical substances, Pharmacy, Materia Medica, Chemistry and Prescriptions. In the first branch (pharmacognosy) there has been some improvement manifested in the percentage of correct replies during the past year. In all the others, however, there has been absolutely none; and the average percentage of correct replies shown is far below what should be expected of the reasonably competent pharmacist. The greatest deficiency is shown in the department of chemistry. While it is not expected that a pharmacist should, of necessity, be a thorough chemist or expert analyst, it will not, we think, be denied that he should have a fair knowledge of chemistry as taught in the simpler manuals of that science in ordinary use. When it is taken into consideration that the questions given in this department have been, for the most part, of the simplest possible character, and requiring only a very limited knowledge of "Elementary Chemistry," such questions, in fact, as any one desirous of becoming a pharmacist should be able to answer correctly, at least seventy-five per cent.; and when it is further considered that the average of correct replies in this branch has been far below this, the lamentable lack of knowledge in this department becomes strikingly manifest.

Heretofore, owing to the newness of the conditions imposed by the Pharmacy law and the consequent lack of necessary time for candidates to make preparations for the new order of things, the Board have considered it not only their duty, but an act of expediency as well, to be quite lenient in their examinations. The time has, however, now come when the best interests of pharmacy demand a change, and hereafter they will have to be more exacting in the standard of qualifications required of candidates.

We would therefore recommend that prospective candidates for examination as registered pharmacists prepare themselves before hand by proper course of study and by practical training. The best and in fact the only practical training is that acquired by actual service in the drug store.

For a course of study, the Board would recommend:

First—A regular course in some School of Pharmacy, and they know of none they can more heartily recommend than that of Ann Arbor, in our own State.

Second—The course of study by letter, given by the National Institute of Pharmacy, of Chicago. To those who can afford neither the means nor the time for a regular course in a School of Pharmacy, this course is highly desirable.

Third—A systematic course of private study, such as that recommended by Prof. A. B. Prescott, of the Ann Arbor School of Pharmacy, in a very able paper read before the Michigan State Pharmaceutical Association, at its meeting held in Grand Rapids, in 1886. This paper will be found in the volume of the proceedings of the Association for 1886, and was also distributed in pamphlet form to all the members of the Association. To those who wish to take up the study of pharmacy at their own homes, and without any expense, except that of the necessary text-books, and do not know just how to go about it, a careful reading of this paper, embodying, as it does the results of years of actual experience by one of the ablest teachers of pharmacy in the country, will give the necessary information in full and comprehensive detail.

In addition to the above we would recommend that you take, at least, one of the pharmaceutical journals, and carefully read every issue. In this way only can you expect to keep yourself posted on current pharmaceutical literature, and feel that you are, in a fair degree, abreast with the progress of the times.

It is an old saying, and a true one, that "Nothing really worth having can be obtained without some sacrifice;" and in no vocation is this more true than in that of pharmacy.

Trusting that these remarks and recommendations will be received in the same kind spirit in which they are written, we are, Yours very truly,

Geo. McDonald, President,
JAMES VERNOR, Treasurer,
JACOB JENSEN, Secretary,
STANLEY E. PARKELL,
OTTOMAR EBERBACH,
Michigan Board of Pharmacy.

Detroit Drug Notes.

Bassett & L'Hommedieu have opened their new drug store on Woodward avenue.

Geo. M. Connor has purchased the drug store formerly kept by Dr. Cox. He has cleaned it up and repainted it, making a very neat store.

Joseph Feil, of Cleveland, has started a School of Pharmacy in Detroit.

The publishers of the *Pharmaceutical Era* offer a prize of a dictionary and dictionary holder to the druggist sending to them the largest number of new members for the M. S. P. A.

Local Secretary Jas. Verner, of the A. P. A. and M. S. P. A., has already received a number of applications for space for the next meeting.

Very few Detroit druggists have gone extensively into holiday goods this year. The bazaars and dry goods houses have the trade.

Argument Against Postal Telegraph.

DETROIT, Dec. 15, 1887.

E. A. Stowe, Grand Rapids:

DEAR SIR—In your recent remarks on the subject of postal telegraph, you urge that a virtual monopoly has been established of a means of public communication nearly as important as the post office, and that the character of the men who control this monopoly furnishes no guarantee that it will not be abused to further their selfish ends. In the nature of things, a much higher degree of confidence must be reposed in telegraph operators than in post office clerks. The latter have no cognizance of the contents of the messages they transmit, unless these are written on postal cards, or they brave the penalties of the law by opening letters. The former must be acquainted with the contents of every message that is not written in cipher, and experience shows that every ordinary cipher can be read by the exercise of patience and ingenuity. And with the change which the telegraph itself has brought about, the most important because the most urgent intelligence is now sent by telegraph and not by mail. What safety is there that our telegraphic system may not be enlisted in the service of a group of unscrupulous speculators, like the chief owners of the Western Union, and the most confidential intelligence either delayed or utilized, or both?

There is force in these arguments; but it would be better to wait until it is found that the Western Union has been used in any such fashion as is suggested. The law lays down very severe penalties for such practices. Whether it be through fear of these penalties, or a prudent regard for the credit and prosperity of the company, or motives higher than its critics are inclined to credit its managers with, it is pretty certain that it has not been diverted as yet from its legitimate work as a confidential transmitter of intelligence. And, on the other hand, the inconveniences which would attend the government control of the telegraphs and the mischief which would result from the prodigious enlargement of political patronage, are enough to discourage the American people from taking this step before its necessity has been made plainly evident. Yours truly,

The Logwood Trade of San Domingo.

The logwood trade has been much depressed lately, mainly in consequence of excessive competition. There is a very good demand—larger, in fact, than the supply—for the better varieties of logwood. In consequence, a good deal of inferior wood is brought down from the interior, and these shipments give rise to claims on the part of receivers in Europe. The exports from Haiti fell from 293,548,750 pounds in 1885 to 273,520,277 pounds in 1886. The decrease is principally owing to reckless destruction of the woods and to the haste with which young trees are felled before they have attained maturity, and by the wretched condition of the roads in the island, which are never repaired, and have now become so bad that it is impossible to bring down the fine trees which are still found plentifully in the interior. In the coast districts there is no wood left.

Ginger Preserving at Hong Kong.

Though most of the preserved ginger sold at Hong Kong is made in Canton, a considerable quantity, which is steadily increasing, is now prepared in the colony itself. The process is simple. After first boiling the fresh root until it becomes soft, it is punctured all over with a fork, and then boiled in syrup until the proper consistence is obtained, when it is placed in jars for market. Other fruit, and vegetables are preserved in substantially the same manner, holes being pricked into them to allow the syrup in which they are boiled to penetrate them in every part. A favorite preserve is made of small oranges, called cumquats. The fruit is preserved whole, after being scraped all over to free the essential oil from its containing vesicles. It is then punctured and boiled.

The Drug Market.

There are but few changes of interest to note this week. The advance in mercurials is well maintained, with quicksilver still advancing. Quinine is also firm at full prices. Opium is firmer, although no advance is noted. Morphine is steady. Camphor is tending upward. Crude has advanced about 25 per cent. in the past two weeks. Shellac are excited and have advanced rapidly the past week, with an upward tendency. English vermilion has advanced 5 cents.

HAVE YOU

A Liquor and Poison Record, Combined? If not, send \$1 to the Fuller & Stowe Company, Grand Rapids, and you will receive the best record published, by return mail.



TRADE SUPPLIED BY THE

Hazeltine & Perkins Drug Co.

GRAND RAPIDS, - MICH.

And the Wholesale Druggists of Detroit and Chicago.

CINSENG ROOT.

We pay the highest price for it. Address: Peak Bros., Druggists, Grand Rapids, Mich.

NOVELTIES

FOR THE

HOLIDAY TRADE.

Sailor Hat Perfume, large, \$.75

Plug " " small,75

" " " large, 1.50

Tooth Pick " round, 1.75

Slipper " small,90

" " " medium, 1.25

" " " large, 2.00

Cornicopia " " 2.00

Chair " " 2.00

Cat Tooth Pick Perfume, large, 2.00

Baby Shoe Perfume, large, 2.50

Utility Boat Perfume, large, 2.00

Cat Slipper Perfume, large, 2.00

Dog with Vase Perfume, extra large, 3.00

All above in assorted colors.

Mail orders filled promptly on receipt.

JENNINGS

& SMITH,

38 & 40 Louis St.,

GRAND RAPIDS, Mich.

MENTION TRADESMAN.

PENINSULAR

White Lead and Color Works

DETROIT.

MAKERS AND GRINDERS OF

Chrome Greens and Yellows.

Prussian, Chinese and Sol-

uble Blues. Peninsular

Permanent Red, Ver-

millions, White

Lead, Zinc,

AND OTHER COLORS.

Being makers of DRY COLORS, we have

an advantage over the so-called paint man-

ufacturers, who simply grind and mix.

SPECIALTIES—White and Tinted Leads,

Coach, Carriage and Buggy Paints, nine

choice colors; Ready Mixed Paints; Coach

Colors ground in Japan; Decorative Wall

Presco, Floor, Sash, Fire-Proof, Car, Barn and

Domestic Paints; Wood and Iron Fillers; Maple

Leaf Permanent Green; Pure Putty, Etc.

SPECIAL PAINTS MADE TO ORDER.

Peninsular brands of Ready Mixed Paints

are full weights and free from barytes, nap-

tha or any other adulterations. Send for sam-

ple cards and prices.

F. J. WURZBURG,

Wholesale Agent,

GRAND RAPIDS, - MICH.

THE IMPROVED

American Pocket Battery,

FOR PHYSICIANS AND FAMILY USE.

Points of Superiority: Portability, Power,

Durability, Compactness, Strength of Cur-

rent, Patent Hard Rubber Revolvable Cell,

Water Tight, Convenience, Can be Carried in

the Pocket Charged.

Price \$10. Dis. to the Trade.

The Electro Medical Battery Co.,

KALAMAZOO, - MICH.

Hazeltine & Perkins Drug Co.,

Manufacturers' Agents,

GRAND RAPIDS, MICH.

WHOLESALE PRICE CURRENT.

Advanced—English vermilion, gum shellac.

ACIDUM.

Aceticum, 80 10

Benzolium, 40 10

Carbolicum, 40 10

Citricum, 60 10

Hydrochloric, 10 10

Nitricum, 10 10

Oxalicum, 10 10

Salicum, 10 10

Tannicum, 10 10

Tartaricum, 50 10

AMMONIA.

Aqua, 18 deg., 30 5

Carbonas, 11 10

Chloridum, 12 14

Cubebae (po. 1 20), 1 00 10

Juniperus, 70 8

Xanthoxylum, 25 30

BALSAMUM.

Copaiba, 50 60

Peru, 50 60

Terabin, Canada, 50 55

Tolutan, 45 50

CORTEA.

Abies, Canadian, 18 10

Cassia, 11 10

Ainechona, 11 10

Eucalyptus, 11 10

Myrica Cerifera, po., 20 10

Quillaia, gr., 10 10

Sassafras, 10 10

Ulmus, 10 10

Ulmus Po (Ground), 10 10

EXTRACTUM.

Glycerhiza Glabra, 24 25

Haematox, po., 30 35

Is, 10 10

Is, 10 10

Is, 10 10

Is, 10 10

FERRUM.

Carbonate Precip., 15 10

Citrate and Quin., 23 30

Trisulphate, 10 10

Sulphate, com'l, (bbl. 85), 14 20

Sulphate, pure, 7 10

FLORA.

Arnica, 12 14

Anthemum, 45 50

Matricaria, 30 35

FOLIA.

Barosma, 10 10

Cassia Acutifolia, Tinnivelly, 20 25

Alex, 30 35

Salvia officinalis, 1/2 and 1/4, 10 10

Ura Ursi, 30 40

GUMMI.

Acacia, list picked, 20 10

" 2nd, 20 10

LYING PATRONS.

Written Especially for THE TRADESMAN.

For right-down, cussed, infernal, two-for-a-copper liars; liars who will stand right up and lie themselves black in the face for the fun of the thing; and for liars who fabricate gigantic labyrinths of fiction for the gain of a penny or so, recommend me to the weak-eyed, smooth-tongued, sinister-inclined yet usually docile patrons of the country grocery store.

Now, here is old Starbuck—pillar of the church, father of one family and grandfather of half a dozen tractable urchins who are instructed in the mysteries of the sacred Scriptures by that self-same old "Christian;" and, to be candid, I wouldn't take his word for the price of 50 cent tea over at Breckenridge's, with an iron clad affidavit attached.

Not long since, the little woman who holds the controlling interest in my affairs was left for a few minutes in charge of the store, a position which she is not at all accustomed to fill. Of course, she knows that everything is marked and that it has but one price; so, although she does not feel any degree of confidence in her ability to perform the functions of clerk, she knows what to charge, and prides herself considerably on not permitting anyone to "beat her down." It is one of her firm convictions that she can "read" any man at first sight, and her opinion of him, once formed, is as hard to jar as the foundations of the everlasting hills. It wouldn't do for the individual who has incurred her severe dislike to endeavor to instruct her upon any of the rules of our establishment, but then, bless her soul, any body else who happens to have a little tact and can lie plausibly, may impose upon her without much trouble, and it is not so very infrequent that people do exactly that thing.

In these cases, I explain things in such a way as to spare her feelings as much as possible, but once in a while the "heavens fall."

At the time of which I am speaking, her first customer was Starbuck. He wanted a dozen 1½ inch screws and our price on them is five cents for twelve.

"Yes," said he, "that's the regular price, but Mr. Winkle only charges me three cents for 'em."

"Well, but why does he mark them five cents if he sells them for three?" queried the little woman.

"Why, you see I buy so many that he makes a discount. He always does that when he sells a quantity."

"Don't people usually buy as many as a dozen screws at once?" was the next interrogatory.

"Oh, yes. But then I most always buy more than this. I just want these few to fix my boat with."

So they were done up and handed over, and Starbuck paid the nickel which he had expected all the time to give, until he discovered that I was gone, and receive back two cents in change which he had no business with and which he had not expected, and departed—presumably happy.

Now, that pious old crank must have a queer idea of human nature or of that of woman kind at least, not to know to a certainty that Mrs. Winkle would interview me upon the price of 1½ inch screws immediately upon my return and ask why in the world I sold them to Starbuck at two cents under market and didn't tell her of it before she had made a fool of herself, which, of course, she did. And when I told her that Starbuck was mistaken and tried to make her feel as good over it as I could, she tearfully denounced him as a "deceitful old wretch," and it would have done me good to larrup him with a ten tooth hay rake.

But note his supreme effrontery! A few days after the above related transaction, he came in again.

"Let me have two dozen 1½ inch screws," said he.

When I had put them up and was pondering in my mind the advisability of giving him a little lecture on the sin of lying, illustrating the lesson with engravings from the story of Ananias et al, what should he do but lay down six cents in change and start off with the package.

"Beg your pardon," said I "but here is only six cents. The screws are five cents a dozen, which will leave you owing me just four cents. Did you wish it charged?"

"Why, how do you make that out? The last I bought here were only three cents. Price raised?"

"No, sir, the price has not changed. If you bought 1½ inch screws here for three cents you got them too cheaply."

"Well, if my money isn't as good one time as it is another, I shall have to trade somewhere else."

And I'll eat my head if he didn't walk right out and take those screws along with him, too.

After looking over this sketch, I am impressed with the fear that it will be believed by but few of THE TRADESMAN'S readers, but it is true, gentlemen, true as gospel, and the man is here yet and does his trading elsewhere. Some fine day, however, he will get howling mad at Breckenridge and Eisenfeld and will be back to buy his tea and tobacco of your obedient servant, JOSEPH W. WINKLE.

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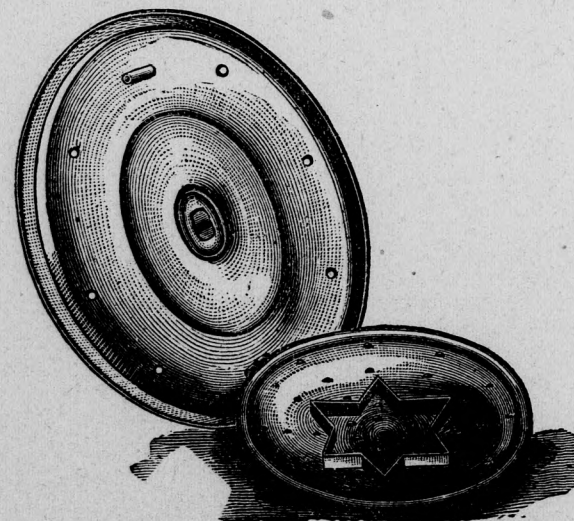
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| 1-6, Rustic "..... | 37 | 25 | 50 |
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| 1/2, " " " "..... | 1 25 | 35 | 2 10 |
| 1/2, " " " "..... | 1 83 | 45 | 2 70 |
| 1/2, " " " "..... | 1 07 | 50 | 1 50 |
| 1/2, " " " "..... | 1 50 | 90 | 2 70 |
| 1/2, " " " "..... | 80 | 20 | 1 20 |
| 1/2, " " " "..... | 85 | 10 | 1 20 |
| 1/2, " " " "..... | 1 13 | 30 | 1 80 |
| 1/2, Moustache Cups and Saucers..... | 1 87 | 40 | 2 40 |
| 1/2, " " " "..... | 50 | 10 | 1 20 |
| 1/2, A B C Picture Mugs..... | 1 50 | 25 | 3 30 |
| 1/2, Assorted Fancy Mugs..... | 75 | 60 | 1 50 |
| 1/2, Fancy Mugs..... | 55 | 10 | 1 20 |
| 1/2, A B C Plates..... | 85 | 10 | 1 20 |
| 1/2, Wire Rim Fruit Baskets..... | 1 00 | 25 | 1 50 |
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| 1/2, " " " "..... | 50 | 35 | 1 05 |
| 1/2, Chins Creams..... | 67 | 25 | 1 00 |
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| 1/2, China Whistles..... | 45 | 05 | 05 |
| 1/2, 10 Key Harmonicas..... | 46 | 10 | 1 20 |
| 1/2, 10 Key Best Harmonicas Ludwig..... | 75 | 25 | 1 50 |
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